

# BUS & COACH BUYER

17 MARCH 1995 | ISSUE 298

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★ **1 x 1991 Scania K113** -

51/55 recliners, courier seat, driver's hydraulic seat, demountable toilet, fridge, water boiler, Telma, ABS, alloy wheels, video, 2 screens, radio/PA, centre door, carpets, curtains, headrest covers (In excellent condition)



★ **2 x 1990 Volvo B10M/Jonckheere Deauville (low driver position)** - 51 recliners, air conditioning, double glazing, TV/video, radio, PA, rear mounted toilet, drinks machine, continental door, courier seat, driver/courier fans

★ **1 x 1988 LAG** - 49 recliners, toilet, kitchen, Telma, courier seat, carpets, centre door, wired and prepared for video, radio/PA

★ **1 x 1987 Kässbohrer Setra S 215 HD** - 49 recliners, courier seat, driver's hydraulic seat, fridge, Webasto/timer, toilet, kitchen, driver's bunk, central locking, retarder, ABS, full air suspension, radio/PA, carpets, curtains - wired for TV and video - PRIVATE PLATE

★ **1 x 1986 Bova Futura** - 49 recliners, toilet, driver's bunk, kitchen, fixed footrests, courier seat, driver damped seat, radio/PA, microphones driver/courier

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### Front Cover:

This Mercedes Benz 709D with Wessex II bodywork is one of three new minibuses supplied to Stevenson's of Uttoxeter by WS Coachbuilders. All three are equipped with 27 seats and luggage pens.

# News

## DTI rules Stagecoach/Mainline shareholding divestment

The Department of Trade and Industry has ruled that Stagecoach Holdings must divest its 20% shareholding in the Mainline Partnership, relinquish its seat on the board and should not re-acquire any shares in Mainline. The decision was announced by Corporate Affairs Minister Jonathan Evans on 9 March, following a five month investigation by the Monopolies and Mergers Commission.

The MMC published its findings and concluded that the shareholding may be expected to operate against the public interest. It also recommended that Stagecoach should not increase its shareholding above 20%. Johnathan Evans agreed with the findings but was not convinced that the MMC's remedy would be effective. He said, 'I am not convinced that the remedy recommended by the MMC would be sufficient to address the adverse effects they have identified arising from Stagecoach's existing 20% shareholding in Mainline. The MMC identified benefits, particularly in Sheffield, where the strengthening of Mainline, as a result of the agreement with Stagecoach, could be expected to improve Mainline's quality of service, to increase reliability and stability in local bus services and to reduce congestion and pollution.'

'But the MMC also found that the merger had reduced competition in South Yorkshire by removing actual and potential competition between Stagecoach and Mainline and by enhancing Mainline's ability to weaken the small operators in the

area. Most importantly, the MMC believed that the prospect of a new entry had been substantially reduced as a result of the relationship between Stagecoach and Mainline and that Stagecoach's presence constituted a significant deterrent to potential competitors. The MMC decided it was important to change the perception of Mainline being identified with Stagecoach and recommended limiting its shareholding to 20%. In my view, however, stronger remedies are needed to address the adverse effects identified by the MMC.'

Johnathan Evans has now asked the Director General of Fair Trading to seek undertakings from Stagecoach to comply with his decision. He will allow three months for these to be obtained before considering using his powers to enforce the moves.

## Consequences of Deregulation

The Transport Committee of the House of Commons is to consider the consequences of bus deregulation outside London. The inquiry is scheduled to begin on 26 April when the committee will examine whether bus operations have become concentrated in the hands of too few companies and will consider ways in which the performance of the bus industry might be enhanced.

Written submissions are now invited from interested parties. The deadline for receipt of material is Tuesday 18 April 1995.

## BCC Millennium Conference

GRT Bus Group chairman, Moir Lockhead, is among the speakers engaged for the British Chambers of Commerce conference 'Towards the Millennium' which is scheduled for 10-11 May in Aberdeen. The conference is designed to discuss the transport infrastructure necessary to allow British businesses to compete effectively in the world marketplace.

Other speakers at the event include Sir Colin Marshall, chairman of British Airways, John Watts, Minister for Roads, Labour leader Tony Blair, BoT president Michael Heseltine and the Governor of the Bank of England. The conference sessions will be chaired by Peter Sissons of the BBC and will be open to all businessmen, not just Chamber of Commerce members. A speech will also be made by the Princess Royal during the closing luncheon. A conference hotline has been set up to offer further information and priority bookings. Special travel and conference accommodation packages are available. Telephone 01224-212626.

## Dennis Centenary

1995 sees the centenary of Dennis Specialist Vehicles, the Guildford based company which since its management buyout in 1989 has trebled its annual turnover to over £78m. Concentrating production on the manufacture of commercial vehicles, buses, coaches and fire engines, its first, and Britain's first, motorised fire engine was delivered in 1908 to the City of Bradford Fire Brigade. The first buses fitted with pneumatic tyres and four wheel brakes were also built by Dennis.

Sales of Dennis buses and coaches now account for almost 50% of the UK market and export sales are increasing with around 40% of current production sent to Holland, Singapore, the Czech Republic, Australia and Hong Kong. To mark the occasion, Dennis intends to hoist its flag over a series of high profile events during the year. A Dennis Ride & Drive day has been organised for 7 July.

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## NEW VEHICLES

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|                       |                               |                                               |
|-----------------------|-------------------------------|-----------------------------------------------|
| <b>VOLVO B10M</b>     | <b>ALGARVE II, 3.5 Metre</b>  | 49/53 recliners, centre toilet, double glazed |
| <b>MAN 18.370</b>     | <b>ALGARVE II, 3.5 Metre</b>  | 49/53 recliners, centre toilet, double glazed |
| <b>DENNIS JAVELIN</b> | <b>ALGARVE II, 3.35 Metre</b> | 53 recliners or 57 fixed seats, double glazed |
| <b>MAN 11.190</b>     | <b>ALGARVE II</b>             | 35 recliners, double glazed, continental door |
| <b>TOYOTA</b>         | <b>OPTIMO III</b>             | 18 and 21 seat GL                             |
| <b>TOYOTA HI-ACE</b>  | <b>CAETANO LUX-ACE</b>        | 11 seat, PSV conversion                       |

## USED VEHICLE SELECTION

|                 |                        |                            |                                             |
|-----------------|------------------------|----------------------------|---------------------------------------------|
| <b>1990(G)</b>  | <b>VOLVO B10M</b>      | <b>ALGARVE</b>             | 49/53 recliners, executive spec             |
| <b>1990(G)</b>  | <b>MERCEDES 0303</b>   | <b>CHARISMA</b>            | 49/53 recliners, exec spec                  |
| <b>1990(G)</b>  | <b>DAF SB 2305</b>     | <b>ALGARVE (LOWDRIVER)</b> | 53 recliners, courier seat, power door      |
| <b>1989(F)</b>  | <b>DAF SB 2305</b>     | <b>ALGARVE</b>             | 53 recliners, courier seat, power door      |
| <b>1989(PP)</b> | <b>VOLVO B10M</b>      | <b>PARIS</b>               | 48 recliners, double glazed, toilet         |
| <b>1987(D)</b>  | <b>LEYLAND TIGER</b>   | <b>PARAMOUNT 3500</b>      | 49 recliners, rear toilet, continental door |
| <b>1986(PP)</b> | <b>DAF</b>             | <b>FUTURA</b>              | 49 recliners, toilet, berth, etc.           |
| <b>1984 (A)</b> | <b>BEDFORD YNT</b>     | <b>WRIGHT CONTOUR</b>      | 53 seats, power door                        |
| <b>1984(A)</b>  | <b>DAF SB</b>          | <b>BOVA CALYPSO</b>        | 53 seats, power door                        |
| <b>1984(PP)</b> | <b>LEY ROYAL TIGER</b> | <b>PARAMOUNT 3500</b>      | 53 recliners, power door, courier seat      |
| <b>1982(Y)</b>  | <b>BEDFORD YNT</b>     | <b>CASTRASUA BRISA</b>     | 53 seats, power door                        |
| <b>1977(S)</b>  | <b>BEDFORD PJK</b>     | <b>DOMINANT</b>            | 29 seats, power door                        |
| <b>1976(R)</b>  | <b>BEDFORD YNT</b>     | <b>SUPREME EXP.</b>        | 53 seats, power door                        |

## MINIBUS SELECTION

|                |                   |                       |                                      |
|----------------|-------------------|-----------------------|--------------------------------------|
| <b>1994(M)</b> | <b>MERCEDES</b>   | <b>REEVES BURGESS</b> | 33 seats, power door                 |
| <b>1992(K)</b> | <b>TOYOTA</b>     | <b>OPTIMO II</b>      | 21 seats, power door, tinted windows |
| <b>1991(J)</b> | <b>TOYOTA</b>     | <b>OPTIMO II</b>      | 18 seats, power door, tinted windows |
| <b>1989(G)</b> | <b>TOYOTA</b>     | <b>OPTIMO I</b>       | 21 seats, power door, tinted windows |
| <b>1987(D)</b> | <b>TOYOTA</b>     | <b>OPTIMO I</b>       | 21 seats, manual door                |
| <b>1986(C)</b> | <b>TOYOTA</b>     | <b>OPTIMO I</b>       | 19 seats                             |
| <b>1984(B)</b> | <b>FIAT 60.10</b> | <b>BEJA</b>           | 18 seats, power door                 |

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The year quoted denotes the date of first registration, not necessarily the year of manufacture

# News

## National Express profits

National Express Group has announced pre-tax profits to 31 December 1994 of £15.2m, an increase of 64%, based on a turnover figure which increased 22% to £170m. The returns include an estimated £2.0m benefit which arose from the British Rail signalmen's dispute. Normalised earnings per share rose 59% to 25.5p lifting the total dividend by 16% to 8.7p (net). The results are said to reflect an underlying growth in passenger volumes from the UK Express Coach Division of some 7.0%. Record figures were returned by the group's East Midlands Airport subsidiary in its first full year of reporting.

Michael Davies, chairman of National Express Group, said, 'The board believes that the organic growth in the existing business will enable the group to move steadily forward towards its goal of becoming a major surface passenger transport business. This process will be accelerated significantly if the discussions with West Midlands Travel are successful in achieving the proposed merger.'

Negotiations for the merger are said to be at an advanced stage with WMT's critical mass, stable cash flow and strong operational management said to be the main attraction for National Express. Pending an announcement on the outcome of these discussions, shares have been suspended from 13 March. Explaining the group's strategy, Michael Davies continued, 'We believe that an urban mass passenger business, of the quality of WMT, is a logical extension to the group's

existing activities. In financial terms, the merger of the two businesses will increase substantially the enlarged group's financial capacity to develop its existing businesses and to make appropriate acquisitions within its established strategic objectives.'

National Express Limited reported an increase in passengers of 11% with 1.1 million extra journeys taking the total to 10.9m. Of these it was estimated 365,000 were because of the signalmen's dispute. The new purpose built coach station in Liverpool opened during November and is claimed to be attracting additional passengers. A new coach station is scheduled to begin construction later this year in Leeds. Growth was also recorded by coaching subsidiaries Scottish Citylink, Eurolines UK and Eurolines BV. New operations including Polski Express and Airport Coach Services experienced slow and difficult starts but are in the early days of their establishment. The recent acquisition of Bournemouth International Airport has only a modest turnover but is expected to become very profitable as services are developed.

The group has also become a member of London & Continental Railways, a consortium bidding to organise the construction and subsequent operation of the Channel Tunnel Rail Link. If chosen as the preferred bidder, London & Continental will manage the letting of construction contracts, on an open and competitive basis, and operate Eurostar passenger rail services between Britain and continental Europe.

## Thames Transit launch more 'branded' Oxford services

Thames Transit has launched two new branded services in Oxford, using a £1.0m fleet of 13 Plaxton Pointer Dennis Darts. Following the success of the Blackbird Flyer services between Blackbird Leys and the centre of Oxford, Transit has placed eight new buses, the Kidlington Cavaliers, on the city - Summer-town - Kidlington service and five 'Rose Hill Runners' (cele-

brating Roger Bannister's four minute mile) on the Rose Hill - Iffley - city centre services.

The new Darts have been equipped with 37 seats and feature dual entrance/exit doors. They replace 26 seater minibuses and offer passengers an instantly identifiable service and increased comfort while maintaining high frequencies.



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|----------------------------------------------------------------------------------------------------------------------------------|-----------------|
| <b>1993 DENNIS JAVELIN PLAXTON PREMIERE 320</b>                                                                                  | <b>K390 PJU</b> |
| 51 reclining seats, rear continental door, rear sunken toilet, double glazing, curtains, TV and video, coffee machine, crew seat |                 |
| <b>1992 VOLVO B10M GL PLAXTON EXCALIBUR</b>                                                                                      | <b>J734 CWT</b> |
| 50 reclining seats, rear continental door, aircraft type lockers, Telma retarder, plug type door                                 |                 |
| <b>1990 SCANIA K93 PLAXTON PARAMOUNT 3200 LDR</b>                                                                                | <b>G916 EHP</b> |
| 53 reclining seats, power door, pannier lockers, moquette to roof                                                                |                 |
| <b>1990 VOLVO B10M GL DUPLÉ 340</b>                                                                                              | <b>J734 CWT</b> |
| 55 reclining seats, centre continental door, power door                                                                          |                 |
| <b>1989 LEYLAND TIGER 260 ZF PLAXTON PARAMOUNT 3500</b>                                                                          | <b>F24 CWO</b>  |
| 51 reclining seats, rear sunken toilet, rear continental door, crew seat, Telma                                                  |                 |
| <b>1989 DAF SB2300 DHS CAETANO ALGARVE LDR</b>                                                                                   | <b>G745 BCV</b> |
| 53 reclining seats, crew seat, continental door, moquette to roof, plug type door, curtains                                      |                 |
| <b>1989 LEYLAND TIGER ZF PLAXTON PARAMOUNT 3200</b>                                                                              | <b>F770 GNA</b> |
| 49 reclining seats, rear saloon toilet, curtains, tinted windows, soft trim, side lockers                                        |                 |
| <b>1988 BEDFORD YNV PLAXTON PARAMOUNT 3200</b>                                                                                   | <b>E403 LPR</b> |
| 53 luxury coach seats, power door, air suspension, side locker, tinted windows, soft trim                                        |                 |
| <b>1988 DENNIS JAVELIN DUPLÉ 340</b>                                                                                             | <b>E149 AGG</b> |
| 35 coach seats, arm rests, power door                                                                                            |                 |
| <b>1988 DENNIS JAVELIN PLAXTON PARAMOUNT 3200</b>                                                                                | <b>E506 JWP</b> |
| 49 luxury seats, rear demountable toilet, crew seat, side lockers                                                                |                 |
| <b>1987 VOLVO B10M GL DUPLÉ 340</b>                                                                                              | <b>D492 FWV</b> |
| 49 reclining seats, rear sunken toilet, rear continental door, power door, curtains, radio PA system                             |                 |
| <b>1985 LEYLAND 245 HYD PLAXTON PARAMOUNT 3500</b>                                                                               | <b>B454 GWJ</b> |
| 46 reclining seats, rear saloon toilet, servery, rear continental door, plug type door                                           |                 |
| <b>1982 KASSBOHRER SETRA S215H</b>                                                                                               | <b>WPC 202X</b> |
| 53 reclining seats, crew seat, curtains, seat belts                                                                              |                 |

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**1989 VOLVO B10M VAN HOOL  
ALIZEE-H 12M**

49 recliners, brown moquette, centre sunken toilet, continental door, double glazed tinted side windows, courier seat, TELMA retarder, power entrance door, finished white.  
M.O.T. SEPTEMBER 1995

**1989 (August) LEYLAND TIGER  
260 DUPLÉ 320 12M**

53 recliners, brown/orange moquette, double glazed tinted side windows, pull-down blinds, power entrance door, TELMA retarder, chassis autolube, finished white/gold/pink.  
M.O.T. SEPTEMBER 1995

**1981 BOVA EUROPA INTEGRAL  
12M**

53 seats, (48 reclining + 5 fixed at rear), brown striped moquette, courier seat, tinted side windows, curtains, power entrance door, finished all white.  
M.O.T. OCTOBER 1995

**1990 (October) TOYOTA CAETANO  
OPTIMO**

18 recliners, grey/red moquette, courier seat, curtains, power entrance door, finished white.  
M.O.T. AUGUST 1995

**1989 VOLVO B10M VAN HOOL  
ALIZEE-H 12M**

53 recliners, brown moquette, double glazed tinted side windows, courier seat, TELMA retarder, power entrance door, finished white.  
M.O.T. NOVEMBER 1995

**1989 (September) VOLVO B10M  
VAN HOOL ALIZEE-H 12M**

51/55 recliners, retrimmed in beige/brown moquette, centre sunken demountable toilet, continental door, tinted side windows, curtains, courier seat, power entrance door, wired TV/video, finished white.  
M.O.T. AUGUST 1995

**1989 VOLVO B10M PLAXTON  
PARAMOUNT 3200 12M**

53 recliners, red/grey moquette, tinted side windows, curtains, power entrance door, finished all cream.  
M.O.T. JANUARY 1996

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INTEGRAL**

**\* TOYOTA  
OPTIMO III's**

**AVAILABLE MAY 1995**

**\* VOLVO B10M GL  
VAN HOOL  
ALIZEE-HE**

**\* BOVA FUTURA FHD  
12.330 INTEGRAL**

**\* BOVA FUTURA  
"CLUB" FLD 12.270  
INTEGRAL**

**1981 (September) BEDFORD YNT  
PLAXTON SUPREME IV EXPRESS**

53 seats, red moquette, finished All white.  
M.O.T. AUGUST 1995

**1986 DAF DKFL JONCKHEERE  
JUBILEE P50 12M**

49 recliners, brown moquette, rear o/s sunken toilet, continental door, double glazed tinted side windows with pull-down blinds, drinks machine, courier seat, power entrance door, finished all white.  
M.O.T. AUGUST 1995

**1992 (September) VOLVO B10M  
JONCKHEERE DEAUVILLE 12M**

53 seats, grey/orange/red moquette, rear sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, power entrance door, finished all white.  
M.O.T. OCTOBER 1995

**1987 VOLVO B10M VAN HOOL  
ALIZEE-H 12M**

49 recliners, beige/brown moquette, O/S rear floor mounted toilet, continental door, courier seat, double glazed tinted side windows with pull-down blinds, water boiler, TELMA retarder, finished white/orange/black.  
M.O.T. NOVEMBER 1995

**1987 LAG PANORAMIC INTEGRAL  
12M**

DAF powered, 49 recliners, brown moquette, centre sunken toilet, continental door, courier seat, double glazed tinted side windows, curtains, power entrance door, TELMA retarder, wired TV/video, finished brown.  
M.O.T. JULY 1995

**1984 (August) VOLVO B10M  
PLAXTON PARAMOUNT 3500 12M**

49 recliners, beige/brown moquette, rear o/s sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, drinks machine, driver's berth, power entrance door, TELMA retarder, wired TV/video, finished white/red/blue.  
M.O.T. AUGUST 1995



## Volvo News

# Yeates Build on Service Strength

It is now five years ago since Volvo Bus bought W S Yeates. Tony Harvey reflected on a very eventful period.

"The industry recognised Yeates as a first class dealer with high quality standards and good customer relationships. Yeates at that time was geared to selling new and used coaches, but many people forget that the company built coach bodies for several years and that formed the nucleus of an excellent Yeates service organisation. We still have craftsmen who learned their trade on timber framed bodies!"

"Being part of Volvo Bus has enabled us to draw on their experience and put the effort into building a much more comprehensive parts and service facility, capable of meeting the rapid changes which have taken place with our customers."

Mark Aspinall runs this side of Yeates. He comes from a coaching family and has diesel in his veins. He has overseen the growth in Yeates increasingly important aftermarket business.

"We have responsibility for the former Leyland Nottingham Service Centre, and the two Loughborough sites. Nottingham is strong on the mechanical side. We undertake all manner of repairs on Volvo and Leyland products and support new deliveries."

Nottingham also does work like re-powering. "Personally, I would like to see customers buying new buses, but we recognise that there are times when that cannot be justified. Structurally the Leyland National was way ahead of its time and the Volvo THD100 engine is an ideal way of putting new life in the National for several more years. We have recently completed 26 for West Midlands Travel."

"In the main Sales complex at Loughborough we have a small workshop which certifies Jonckheere coaches and prepares all new and used coaches for delivery. Whenever a used coach comes in we give it a very thorough inspection, especially on safety related items like brakes."

Across the road, in Byron Street, there is a purpose built bus and coach repair facility opened in 1988. At 36,000 sq ft, and with five modern spray bake ovens, one double deck, it must be one of the largest and best equipped in the country.

### Wide Stocks

Mark explained how the parts organisation works. "In Loughborough, we keep a wide stock of body parts. We distribute Jonckheere parts nation wide, with John Bernstein in Watford giving more local service to operators around London."

"Jonckheere coachwork has

evolved steadily over the years, with a lot of carry over from model to model. That makes life easier for parts supply. We reckon to have a 95% first pick on parts here, but if we have to call on the factory for anything, they have about the same first pick rate. You can't beat that!

"We also hold a large stock of Plaxton parts, for our own use and for retail sales. I reckon that we have doubled our throughput on Plaxton parts and service in the last two years. The workshop can carry out every kind of repair on the Plaxton range, which is quite broad. Current work includes the first fitment of a wheelchair lift to a Premiere body, for Gordons of Rotherham."

"Volvo and Leyland parts are kept at Nottingham. The Volvo range is easier to support because the B58 carried through to the B10M. The range has become more diversified recently, but the B10B still has a very high percentage of B10M components. We also look after Ailsa deckers at Derby and B10Ms in the Nottingham and Trent fleets."

"Leyland was much more diverse, but we keep a very wide selection of parts. For instance, I think the Bristol VRT will be with us for a good few years in considerable numbers, and we have planned the parts support accordingly. It is not an easy task finding some of the parts. The recession hit

many of the smaller suppliers, and in some cases even the tooling has disappeared, but we are good at finding alternatives."

"The parts organisation is geared up to save customers the high costs of running their own central facilities. Customers can expect to hold a limited stock of fast moving parts with the expectation that the balance will be available from us. We have about £1,000,000 worth in stock at any one time."

"We work on a daily timetable. If a customer phones for a body part before 5.00pm, it will go on the nightly van from Loughborough to Nottingham. If he phones for a mechanical part before 6.00pm, it will be picked and put on one of our vans for delivery the following morning. If we don't have the part here, we can call it up overnight from Rugby or Ghent. It will arrive here by 7.00am, go in the back of the van and be delivered by us to the customer by 9.00am. If there is a panic, we can send a van out straight away."

"You cannot expect that kind of service if everything is handled by a central parts warehouse. The key to success is the strength and local knowledge of the Dealer network. We always try to understand our customers needs and we can demonstrate that we have saved some of them very substantial costs."



# Volvo News

## Action Service Europe Ready for the Season

Carl McQuistan, Customer Support Manager, and his team at Action Service Europe are ready for the new coach season.

Last year, ASE dealt with 30,100 incidents which generated over 130,000 telephone calls. That has to be seen against a total Volvo truck and coach parc of over 80,000 vehicles, and included many calls which are not about immobilised vehicles.

Carl says: "I reckon that about 25% of our calls are coach related, and we reckon to solve 70-75% within two hours of the first call. When I look at the rest, there are some trends which cause us concern. We have had the occasional coach broken down in one of the more remote and exotic spots of Europe, only to find that the cause is fitment of cheap non standard parts. This puts us in a difficult position when breakdown is due to components outside our control.

"We earnestly recommend that any coaches going deep into Europe not only have regular maintenance to our standards but also are fitted only with Volvo genuine parts which carry our warranty. That alone will eliminate quite a number of expensive and embarrassing failures which can often ruin holidays.

Volvo has been expanding the network of key Dealers in Germany, France, Austria and Switzerland. Carl adds: "We are putting a consignment stock of parts into Austria specifically for British and Dutch coach operators, because our research indicates that these are consistently the two nations running the most European journeys. We are also putting a consignment stock into Russia, so I am confident that we have an unrivalled level of support available for the new season."



**One of ten B6 buses operated by GMB North on a contract maintenance package.**

## New Buses on Contract Maintenance

Greater Manchester Buses North has signed a contract with Volvo Bus for the first twenty B10B's to be fully contract maintained at Manchester Truck & Bus, (MTB), Bolton. The work will be done overnight and at off-peak periods, to maximise the revenue earning potential of the buses.

The seven year contract maintenance package includes a performance assurance by

Volvo Bus on bus up-time and also includes the Wright Alusuisse body. MTB holds body parts and has had technicians trained by Wrights. The benefits to the customer are primarily the savings to be made from a heavy reduction in spare vehicles, which has been traditional in the industry, and the confidence of knowing exactly what the maintenance costs will be over the full seven year term.

This deal follows a similar contract for ten B6's with Northern Counties bodies, which are also maintained by MTB.

## A Year in Hong Kong

Mike Ball, General Manager of Volvo Bus (Hong Kong) Ltd, has been looking back on a very hectic year.

"I've thoroughly enjoyed the move. Bus operation here is so different from home. The Government is trying to control the use of cars and is very positive about public transport. Most bus routes are franchised but there are some non-franchised bus services. We sold about 200 new buses last year and will do about the same this year. We also had a brilliant year on parts sales, almost doubling the business."

Mike says that there are 6.2 million people living in a small area and 6,000 buses serving them. The pace of life is frantic and the impending return of the colony to China has had "zero impact" on the bus market. He feels that the handover will have no effect on the lives of the majority of business people in Hong Kong. Mike sees Hong Kong as the

hub of South East Asia. "I've been into China several times. There you will see the most amazing public transport. It is like stepping back in time. Even the new buses are built on truck chassis to designs which look 30 to 40 years old."

Asked if he misses anything from home, apart from many

## Simon George Moves to Yeates

Simon George, Financial Administration Manager at Volvo Bus, is transferring to Yeates Bus & Coach to become Financial Controller of this large subsidiary company which has an annual turnover in excess of £50 million.

Simon said: "I've had six interesting years with Volvo, moving from Parts to run the financial administration at Volvo Bus. I have had very very close dealings with Yeates over the period and am delighted to be able to move into the front line where there is daily customer contact on sales, service and parts.

"The business at Loughborough is progressing rapidly with interesting new ventures such as coach rental and the Vogel seat importership."

Simon has another reason to welcome the move which became effective on 6 March. He lives in Leicester so there will be plenty of opportunity to burn the midnight oil at Loughborough.

friends in the industry, Mike says: "Golf!! There are only three courses and even if I could get on at the weekend, it would cost about £70 for a round. I have had only a couple of games in a year! But that's a small penalty. It's a fantastic place and great experience."



**An Alexander bodied Olympian in service with Citybus in Hong Kong.**



# News

## Eyms invests in new coaches and ticketing system

East Yorkshire Motor Services has placed orders for three new coaches and has invested in 'new generation' ticketing equipment for its 360 strong Humberside and North Yorkshire bus fleet. The orders are worth over £750,000 and include two Van Hool bodied Scania coaches for use on EYMS' National Express contracts, the first time either product has been purchased by the group, and a Berkhof bodied Volvo. The latter will be equipped with a toilet, TV/video installation,

microwave oven and servery. It will be operated by EYMS' Finglands subsidiary and used to transport the Manchester City football team, a tradition which has now exceeded 60 years.

The new ticketing systems will be supplied by Wayfarer and allow the use of smart-card payments. The new systems provide a mass of information on passengers, fares and journey times, allowing the operator to introduce flexible ticketing schemes and discounts.

## Vanguard III deliveries completed to MoD

WS Coachbuilders, part of the UVG Bus Division, is completing deliveries of 59 Dennis Javelin based Vanguard III coaches with special adaptations for the Ministry of Defence. The handover

marks the completion of orders for the 1994-1995 financial year but Geoff Bailey, MD of WS Coachbuilders, has confirmed that further deliveries will be made in the 1995-1996 period.

## New faces introduced by CPT appointments

A number of staff changes have occurred at the Confederation of Passenger Transport. Christine Milburn, public affairs officer, and John Parkes, systems and administration manager, have both left the organisation and three new executives have been appointed. Brian Hirst, previously manager of the Kentish Bus operation, becomes traffic executive in the operations department. Simon Posner becomes public affairs manager and moves from the DTP where he has worked with the disability unit and was head of Roger Freeman's private office during his spell as transport minister. Michael Bartlett takes over as public affairs officer. He has had an extensive career in political and general public relations.

## OBITUARY

### Cecil Littlewood

Cecil Littlewood, founder of Littlewoods Coaches, Sheffield, died on 2 March at the age of 79. He acquired his first coach in 1946 and specialised in senior citizens holidays to the South West and Torquay in particular. Prior to coaching Cecil had served with the Sheffield Police Fire Brigade, surviving the blitz on the city. He volunteered for active service in the York and Lancaster Regiment where he served with distinction in the Far East. He rose to the rank of Captain in the Military Police and also became Provost Marshall of Calcutta. Cecil retired in 1983 to spend time with his daughter in New Zealand. He is survived by a wife, a son, a daughter and five grandchildren. His son Geoff is continuing to operate the business based around coach holidays.



## Bob Vale Coach Sales

**TEL: 01494 716996**

Kingshill House,  
Spurlands End Road,  
Great Kingshill,  
High Wycombe,  
Bucks HP15 6PE  
Tel: 01494 716996  
Fax: 01494 716331

### VOLVOS

**1988 E VOLVO B10M PLAXTON PARAMOUNT 3200**, new retrimmed, 57 fixed seats, pannier lockers, repainted white, low mileage, POD, radio/PA..... **£59,500**

**1988 VOLVO B10M PLAXTON PARAMOUNT 3200**, 53 reclining seats, courier seat, pannier lockers, repainted white, low mileage, POD, radio/PA..... **£59,500**

**1987 VOLVO B10M CAETANO ALGARVE**, 49 reclining seats, courier seat, centre demountable sunken toilet, boiler, radio/PA/TV, white, clean..... **£57,500**

**1986 VOLVO B10M PLAXTON PARAMOUNT 3500**, low driver, 49 reclining seats, courier seat, centre demount sunken toilet, double glazed, air cond, drinks machine, aircraft lockers, PA..... **£58,500**

**1985 Sept C VOLVO B10M PLAXTON PARAMOUNT 3500**, 53 reclining retrimmed seats, plus courier, double glazing, Webasto, curtains, provision for centre toilet/continental door, repainted white, exceptional..... **£55,000**

**1981 VOLVO B10M DUPLÉ DOMINANT IV**, 50 reclining seats, d/glazed, Telma, POD, radio/PA..... **£16,500**

**1981 VOLVO B58 PLAXTON VIEWMASTER**, 53 retrimmed reclining seats, air/leaf, curtains, fully automatic, Telma, radio/PA/TV..... **£18,500**

### OTHERS

**1989 F DAF SB2300 CAETANO ALGARVE**, 53 reclining seats, courier seat, rear continental door, radio/PA, cassette, new test..... **£49,500**

**1988 LEYLAND TIGER CUMMINS L10 PLAXTON PARAMOUNT 3500**, 44 reclining seats, courier seat, rear sunken toilet, servery including fridge, boiler, optics, wardrobe, wired for TV/video, curtains, d/glazed, manual with Telma, mint..... **£52,500**

**1987 VW OPTARE CITYPACER**, automatic trans, 25 seats, very clean, December Test..... **£6,250**

**1987 VAN HOOL ASTROMEGA**, 73 reclining seats + 2 courier seats, servery, toilet, washroom, fridge, bunk, 360 MAN intercool turbo engine recon 6,000 miles ago, manual g/box, Voith retard **£72,500**

**1986 PP NEOPLAN PLAXTON 4000 DOUBLE DECKER**, 71 reclining seats, courier seat, servery, toilet, Cummins 350 BHP engine, Gardner auto Trans, repanelled and repainted white..... **£42,500**

**1983 LEYLAND TIGER DUPLÉ CARIBBEAN**, 49 reclining seats, semi auto, rear toilet, hydracyclic gearbox, PA..... **£17,500**

**1979 AEC 760 DUPLÉ DOMINANT EXPRESS**, semi-auto, 53 seater, good for year..... **£3,500**

**1978 BEDFORD YMT SUPREME EXPRESS**, 53 retrimmed seats, POD, Aug test, good clean vehicle..... **£4,500**

**COACHES URGENTLY REQUIRED FOR CASH**



# Manufacturer Focus

## JONCKHEERE

### No Compromise:

In 1994 Jonckheere, the Belgian coachbuilding company based at Roeselare, relinquished its position as a family owned concern and became part of the Berkhof group. The Jonckheere family retained its contracts engineering division, a separate entity, which it continues to operate from adjacent premises on the same site, but has no more involvement with bus and coach production. Jonckheere's roots in the industry date back to 1881 when production of wooden coach bodies began, which the company believes makes it the oldest existing coach-builder in the world.

A production capacity of 500 bodies per year and turnover of £40m ensures that it is a major force within the expanded Berkhof group, lifting the total capacity to around 1000 units. This figure was the target of the late Henk Berkhof, who maintained that to ensure survival as a major bodybuilder it was essential to have the capability of producing 1000 bodies so that diversity could be maintained with the economies of scale.

Jonckheere claims that it too can benefit from larger purchasing orders where common components are sourced by the group. As a cost reduction exercise this is successful but is one of the few areas where interchanges take place throughout the subsidiaries. Jonckheere has been completely restructured at management level and now has a dynamic and enterprising team which intends to take the product forward by developing new and existing markets under the Jonckheere name and without compromise on the levels of quality for which the marque is renowned.

Leading the management team are Willie Syoen, managing director, and Tony Buyck, commercial director. Both men have had considerable experience within the industry. Both have past associations with Jonckheere



**The latest coach design from Jonckheere has been conceived and produced in under a year. The first of an order for 32, based on Volvo B10B chassis, have already been sent to Israel.**

and feel that the wheel has turned full circle, with their appointments seen as a homecoming. Although the team are joined on the board by Berkhof's Eric Vanlauwe, another former Jonckheere employee, they report to the board of the Berkhof holding company which does not seek to interfere with Jonckheere's autonomy. Berkhof see it as vitally important that product identity is retained.

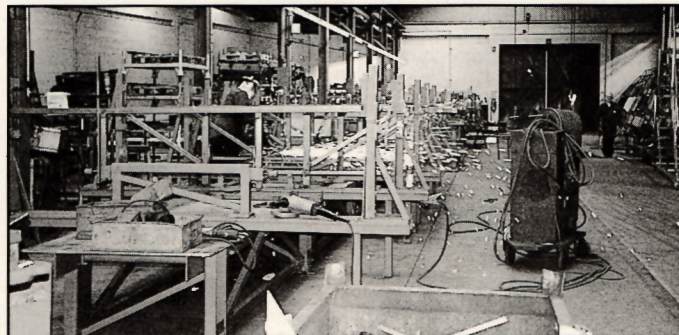
For this reason there will be no rationalisation of the Jonckheere range and the company will continue to manufacture its current models. Tony Buyck said, 'We will compete aggressively in the

marketplace against all competitors, even those in the Berkhof group. This is possible because the products are distinct and there are differences in quality. Therefore we have something else to sell. All our models will remain in production and we are developing new designs. The first three of a new coach body are just being delivered to a customer in Israel. The order is for 32 and represents a significant step to regaining a strong market share which we had been losing to the likes of Irizar. We knew we needed a style change to attract buyers and a quick decision had to be taken. We

took that decision to proceed and in less than a year we have designed and built a new coach which is competing with stylish looks as well as traditional quality. That shows how confident, positive and dynamic the new team are.'

Jonckheere is also keen to establish stronger ties with the UK which saw sales falling away under the Jonckheere UK dealership but became a leading marketplace under the auspices of Yeates Bus & Coach. The success of the partnership has seen sales grow rapidly from a tentative five units in 1992 to 92 in 1993 and over 100 in 1994. While these sales have all been based on Volvo running units it is part of the agreement that Yeates will supply on other chassis if the customer demands it.

Although the agreement is there it has not been encouraged by Jonckheere. Christian Coolsaet, the company's export sales co-ordinator explained, 'Jonckheere has a very strong relationship with Volvo and we still see that combination as a volume seller in the UK marketplace. We lost confidence in DAF when the company was in



**Jonckheere firmly believe that building frames on jigs is the only way to achieve consistency of precision and quality.**



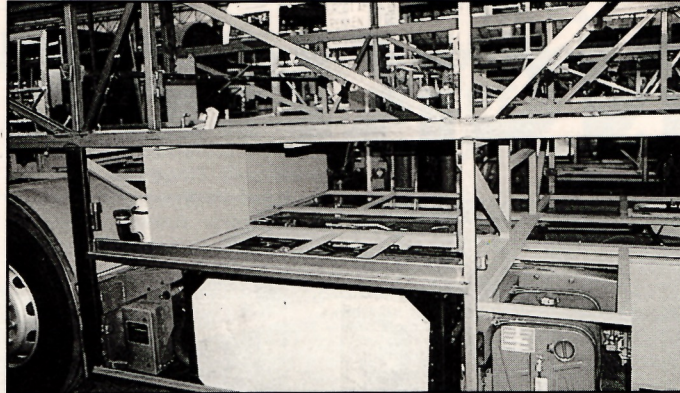
# Manufacturer Focus

serious trouble and the market share for bodies on other chassis was very small in comparison to Volvo's share. Volvo also has a range of chassis that suit our production, from the Ascot mid-coach, which we can base on the B6, the popular B10M for the Deauville 45 and 45L, and the B12T for the Deauville 65 super-high and the Monaco double decker. Other world markets are viewed differently but we are convinced that it is the right combination for the UK at this time.'

Jonckheere's new lowfloor bus, the Tricity is designed specifically for Volvo B10L application in Belgium but is unlikely to be seen in the UK. Speculation that Jonckheere would take advantage of European homologation legislation as a route into the UK for bus bodies were scotched by Christian. He said, 'We would not attempt to sell our public transport vehicles into such a price sensitive market. They carry a high purchase price and unless there are radical changes to the way that market place operates it would not be a viable proposition.'

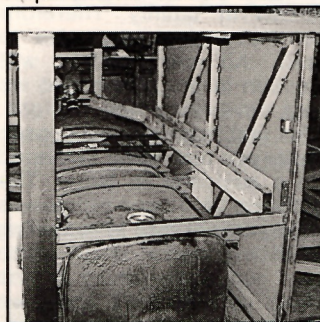
'In Europe the higher prices of lowfloor buses are accounted for by public ownership and subsidy, but we are finding that there are serious purchasing problems beginning to develop and the markets in Holland and Belgium are very poor now. Locally the state operated bus lines are not geared towards replacements and so anything supplied to them has to have a minimum life span of 15 to 18 years. Van Hool won the last major contracts and that means it will be a long time before we have the opportunity to supply again. We do retain a 25% share in the home market though, which is good when you consider only 40% of services are run by private operators. The French market has suffered a collapse but we believe that we can address the problem there with our own sales outlet.'

The European coach market has a requirement for even more model diversification. Deauville 65s are available as two axle coaches up to 13.5 metres long. Triaxle chassis allow even longer Deauville 65s of up to 15.0m or as an even higher Deauville 75 (3.75m) in 12.0m or 15.0m form.



**Room for a Suttrak air conditioning system has been engineered above the B10M's side mounted radiator on the Deauville body.**

Body production at the Roeselare factory is carried out by a dedicated workforce of 450. There is a history of family involvement and in some cases fathers, sons and grandsons work under the same roof. The traditional skills are handed down through the generations and combined with new technology as it emerges. Jonckheere has worked hard at reducing the man hours involved in body construction in an effort to maintain competitive pricing without compromise on quality. Systems have been introduced to ensure that all construction is consistent but there remains a degree of flexibility with which new developments or bespoke requirements can be met.



**By repositioning the filler necks of the Volvo B10M fuel tanks, Jonckheere are providing substantial driver's bunks on Shearings' continental specification coaches.**

All steel framing parts are pre-formed and cut using automated machinery and steel plate material is profiled by laser cutting equipment. This ensures each component is identical to the pattern and can be assembled immediately to precision requirements. All construction is carried out in jigs so that each finished section is also identical. The beauty of

this system is that customers needing replacement front, rear or side frames, because of accident damage, can quickly obtain a replacement which fits exactly.

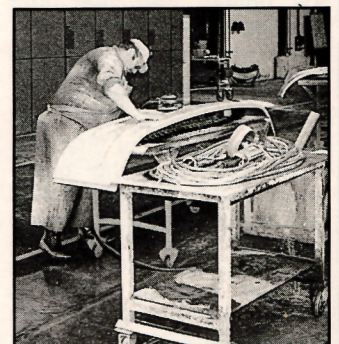
Yeates Bus & Coach hold front and rear sections in stock that will fit on all Volvo mounted Deauvilles. For other manufacturers or older models Yeates can have them shipped overnight and guarantee a 24 hour delivery service. That applies to any body body part for any Jonckheere dating back to 1983. Older models can be catered for with a short delay because the parts would have to be assembled before shipping, but the original jigs are retained at Roeselare for this purpose. Yeates are also well placed to deal with any seating requirements having taken on the Vogel franchise for the UK.

Roofs are covered in a one-piece composite sheet which is light in weight but exceptionally durable. It cuts easily to allow the installation of roof hatches and is both riveted and bonded into position. Coach sides are finished

with three types of panel. A one piece galvanised steel waist band sits above stainless steel wheelarch panels and aluminium locker doors. The hinges are also made from aluminium and pivot on nylon bearers.

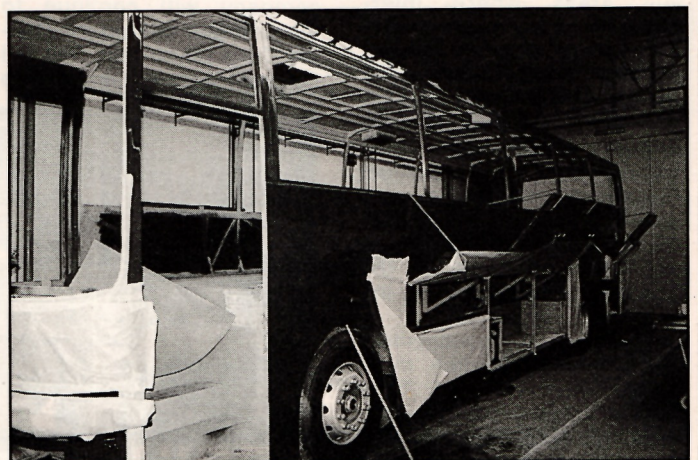
Jonckheere's designers make maximum use of their talents in an effort to provide as much usable locker space as possible. They do this very well and have even achieved enough space above the side-mounted B10M radiator to install a Suttrak air conditioning system. Vehicles currently in build for Shearings, although only the ones destined for continental use, are having fuel tank filler necks repositioned. Extending them forwards and up on the off-side (the nearside filler neck is removed) not only provides an anti blowback fuelling system, it allows a substantial drivers bunk to be positioned over the tanks, an area where previously not much could be achieved.

All the necessary pipework for the on-board



**The company believes the best paint finishes are achieved by preparation under wet conditions.**

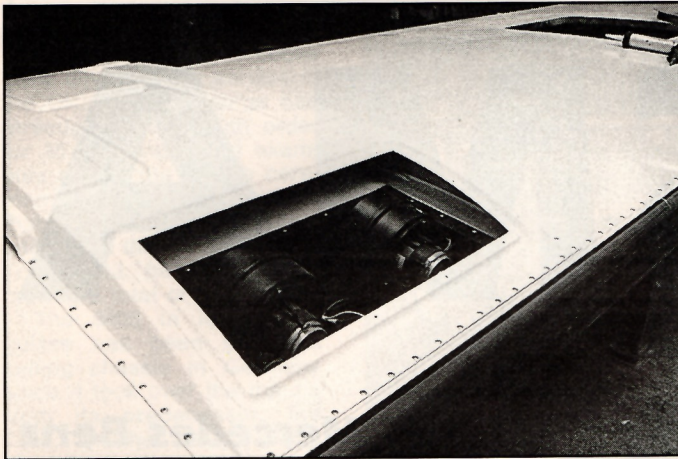
water systems, sanitary, catering or heating, are pre-



**One of Shearings' 1995 order having received its top coat of paint.**



# Manufacturer Focus



**One-piece roofs made from composite material are light in weight yet durable. They are riveted and bonded in position.**

formed in the factory and designed to be as unobtrusive as possible. Luggage racks complete with forced air ducting and light panels are assembled fully trimmed, ready for installation. Rock-wool insulation is positioned between all inner and outer skins and wooden lining is used to allow traditional finishing methods to be used when completing the interior trimming.

Quality control is maintained by each individual process being signed off on a docket which is assigned to every chassis as it enters the production area. The individual responsible for any work is then traceable, as is the entire construction history of the coach.

Six large spraybooths with low-bake facilities are employed to apply the base and top coats of the paint finish. Despite its labour intensity, Jonckheere believes that rubbing down the surfaces under wet conditions still provides a smoother base from which a high-gloss finish can be obtained. A great deal of time is spent on the preparation for painting and it is evident that the finish is first class.

## Summary

There is no doubt that Berkhof, having installed a dynamic and responsible management team at Roeselare, is content to allow its latest acquisition to maintain and develop its individuality. It was also made very clear by Jonckheere that the supply of bodies into the UK will only be through Yeates and categorically not through Berkhof's own importer, AVE



**Recent deliveries from the factory include ten Deauville 45's for Clarkes of London.**



**This Jonckheere Monaco on a three axle Volvo B12T chassis was a recent acquisition for Peter Carol of Bristol.**

Berkhof at Bracknell.

As there is to be no rationalisation of production, all current Jonckheere models will remain in the frame but a new coach will be introduced in the not too distant future. The first of these, based on the new design for Israel, may become available in 1996 but no definite build programme can yet be announced. Additionally,

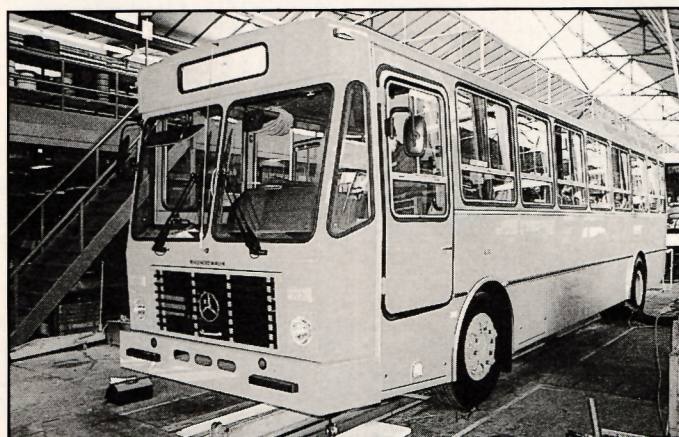
there are no plans to amalgamate Berkhof's other Roeselare based subsidiary, Denolph & Depla, with Jonckheere. Both operations remain entirely independent.

Overseas markets in which the company has an established trade are not being exploited by Berkhof. There are no signs that they will attempt to use Jonckheere as a stepping stone,

particularly into Africa, where a strong market for sturdy front engined buses has been developed.

Tony Buyck felt that it was very likely that an overall shrinkage of bodybuilding capacity could be expected throughout Europe. He believed that with the amount of companies for sale, or who would be persuaded to sell if the offer was right, that some hard times could be expected for those not able to keep costs to a minimum. Despite the availability of such companies, he said it was unlikely that Berkhof would continue on the acquisition trail and that a lot of the competition would disappear through natural wastage, allowing the stronger companies an easier time.

He said, 'Jonckheere will seek to improve its production levels by reducing man hours in the build time. We are not looking to alter the size of the workforce - just stay the same and become more efficient. It is the only way to survive. Many of the markets have become unstable and sales are unreliable. It is very difficult to predict what the overall requirements will be but we intend to remain a quality coachbuilder with a range of products to suit every market. It is our nature - and you cannot fight against nature!'



**Front engined buses like this Mercedes form a major part of Jonckheere's African and Third World sales.**

**By  
Martin  
Cole.**



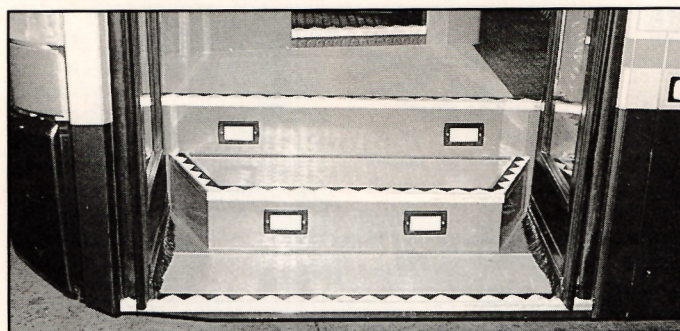
# Vehicle Launch

# PRISMA

## New joint venture city bus from Optare and Mercedes Benz

It has been known for some time that Optare, the Leeds based bodybuilder, and Mercedes Benz have been jointly developing a new city bus which marries the proven 0405 underframe with a body built using the Alusuisse system. Artist's impressions had been released but it was not until this Tuesday that the name Prisma was given to it. The first example was unveiled to the public in front of senior officials from both manufacturers and a small group of existing Mercedes and Optare customers at the Mercedes Benz headquarters in Milton Keynes. The first production vehicles are expected to follow within the next few weeks.

Optare celebrates ten years in business this year and though there have been ups and downs within that period, the company has



**The entrance features a first step height of 320mm which reduces to 240mm with the aid of a front suspension kneeling device. Each of the two subsequent steps is of 200mm.**

established a reputation for stylish, innovative and good quality products. Its once strong links with DAF Bus have greatly weakened since the demise of the United Bus group, of which both were members. The current management team led by Russell Richardson bought back the

company 15 months ago and in the first year as an independent turnover grew by 34%, and sales of complete vehicles and CKD kits grew from 300 in 1993 to nearly 500 in 1994.

Russell Richardson described Optare's search for a partner with whom to enter

the premium single-deck bus sector. He said, 'We wanted a partner with the highest possible standards in product design and manufacture. We wanted a partner with the finance and after sales support packages which could match our own quest for a single purchasing relationship. And we wanted a partner who could provide us with an exceptional chassis on which to base the latest version of our proven body structure. It is no surprise that our search ended here at Mercedes Benz, a company with a track record in the automotive business which is the envy of all of its competitors. A company which has yet to fully realise its enormous potential in the British bus market. And a company whose philosophy of excellence in every aspect of customer service completely matches our own objectives.'

Mercedes Benz has dominated the UK minibus market since the small vehicle boom began, selling in excess of 10,000 units, but despite this hold on one market sector the world's biggest bus producer has been frustrated by its lack of success at placing larger buses with British operators. There have been more positive signs in recent years, among them the Wright bodied 0405 Cityrangers for GRT and a small number of OH 1416 Urbanrangers, but in general terms big bus sales have not met the group's expectations.

Pre launch orders for the Prisma are already sufficient

**Orders for sixty Prismas have already been taken from GRT Holdings and the North East Bus subsidiary of West Midlands Travel.**





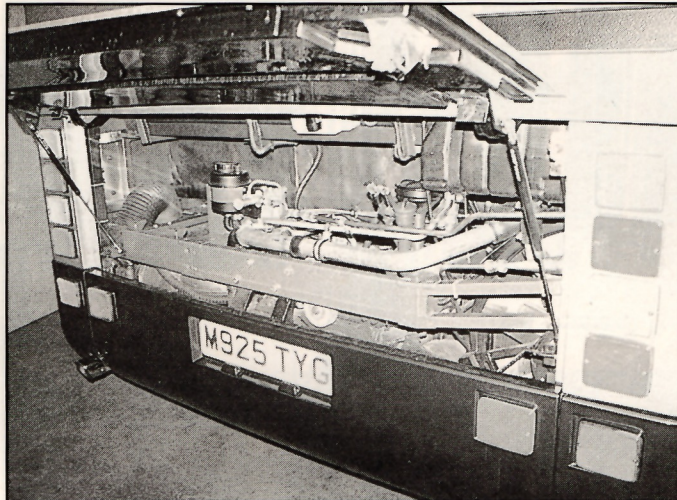
# Vehicle Launch

to more than double the number of full size Mercedes Benz city buses in service in the UK. GRT Holdings had already announced an order for 35 air conditioned examples and at the launch ceremony it was further revealed that North East Bus, a recent addition to the West Midlands Travel fold, has ordered 25 making a total of 60.

The 0405 in its various guises has been the best selling chassis in Germany since it took over the mantle from its predecessor, the 0305, in the early 1980s. Most German examples have steel framed bodies also built by Mercedes at Mannheim, with 3,000 produced in 1994. The chassis frame is of steel lattice type construction employing boxed frame sections. It is supplied to Optare in chassis cowl form with the windscreen, wipers, destination window, headlights, and indicators already in place.

The standard engine for the UK will be the 12 litre naturally aspirated OM447H six cylinder, in-line unit which develops 213bhp (157kW) at 220 rpm and 553 lb ft (750Nm) at 1000-1400 rpm. An option is available in the shape of the OM447HLA turbocharged and intercooled unit which offers increased torque and satisfies the Euro 2 emission regulations. Both engines are additionally offered with power outputs of 250bhp if required.

Mercedes do not offer a transmission of their own manufacture, the standard specification incorporates a ZF 4 HP500 four speed automatic with integral retarder. GRT have opted for the alter-



**Powering the Prisma is the 213bhp Mercedes OM447H naturally aspirated engine.**

native, a Voith three speed automatic, again with integral retarder. Front and rear axles are both Mercedes Benz products, the V04/18 DL7 at the front and the H07/9 DL10 at the rear. Air suspension is fitted all round with a kneeling facility at the front which reduces the first step height from 320mm to 240mm. Power steering is of the Mercedes Benz LS7F type.

A fuel tank capacity of 54.9 gallons (250 litres) is standard. The electrical system is 24 volt and has two 12 volt 200 amp/hour batteries and a 28 volt/120 amp alternator. Among the factory fitted options available are ABS, ASR, preparation for air conditioning and factory fitted guided busway guide arms.

## Body

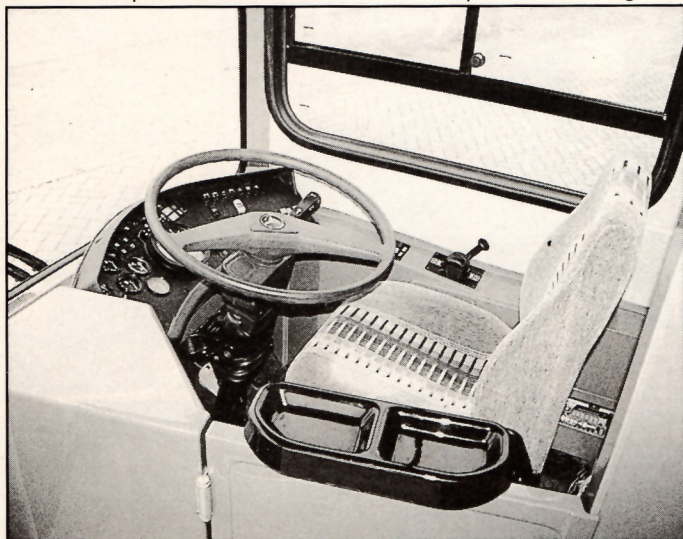
As with all other Optare vehicles produced using the

to be set the advantage of the cowl being an integral part of the chassis, the impressively deep destination display, and the 1210mm door aperture made possible by the more upright screen arrangement.

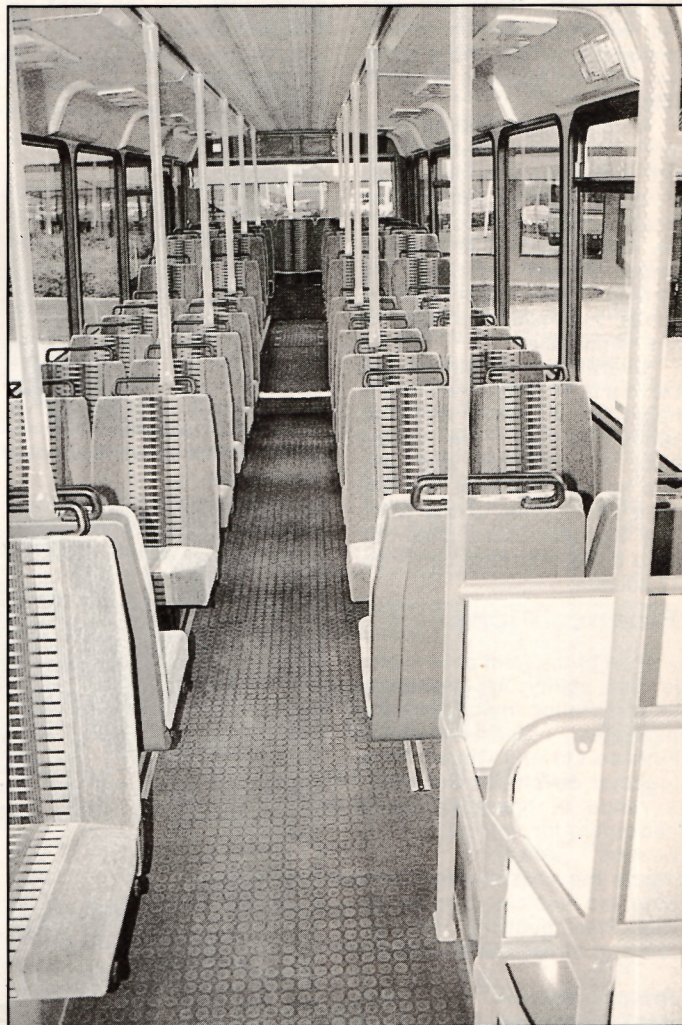
A maximum of 54 seats can be specified though the demonstration vehicle had 49 with a luggage pen and space for 23 standees. All seats were forward facing with the exception of a rearward facing pair over each front wheelarch. All seats and stanchions were tracking mounted to facilitate alterations to the interior layout. The launch bus had a 320mm first step followed by two steps of 200mm or less leading to a floor that is flat to ahead of the rear axle. Here a shallow step is situated and beyond it the floor slopes gently upwards towards the rear, with the seats beyond this point on shallow platforms.

Extensive DiPTAC features are standard and the interior

Allusuisse technique, there is a strong family resemblance to what went before, albeit that the Prisma has the standard Mercedes front. Some will find this rather bland compared with the visually more exciting appearance of the Delta, but against this has



**The driver's compartment features a hinged door to the platform.**



**Extensive provision of stanchions and rails in colour contrasting red was a feature of the launch Prisma.**



# Vehicle Launch



**The entrance features a first step height of 320mm which reduces to 240mm with the aid of a front suspension kneeling device. Each of the two subsequent steps is of 200mm.**

was further enhanced by the use of a double centre moquette strip to match the seat material, flanked by sculpted colour co-ordinated laminate panels. Laminate panels were also employed between the floor and lower window line. The side and rear windows were tinted and gasket glazed and there were two opening hoppers on each side.

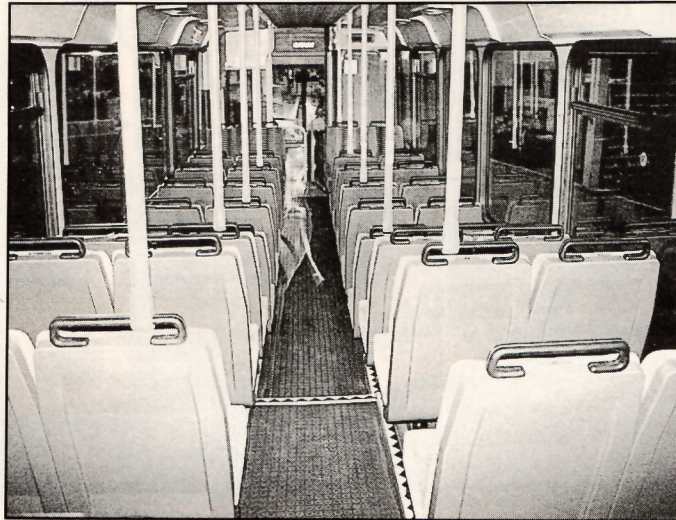
A convection heating system included pipes along both sides of the saloon. The electrical control centre was located inside the bus within the lower section of the full height drivers partition. In common with other Optare buses, the lower skirt panels are removable.

Overall the length of the vehicle is 11,605mm while the height is 3,136mm and the width 2,500mm. The wheelbase is 5,875mm and the overhangs 2,560mm at the front and 3,170mm at the rear. The manufacturers give the kerb to kerb turning circle as 17,400mm.

## Finance Plans

Part of the joint philosophy is the ability to offer customers tailor made finance packages. Mercedes Benz Finance Ltd and Optare have together developed Bus Plan, a range of operating lease packages for periods of 12 months upwards, which define the cost of use at the time the vehicle is ordered. Bus Plan publicity material looks at three scenarios for a

**Prisma retains the standard Mercedes Benz 0404 front cowl, screen and destination arrangement.**

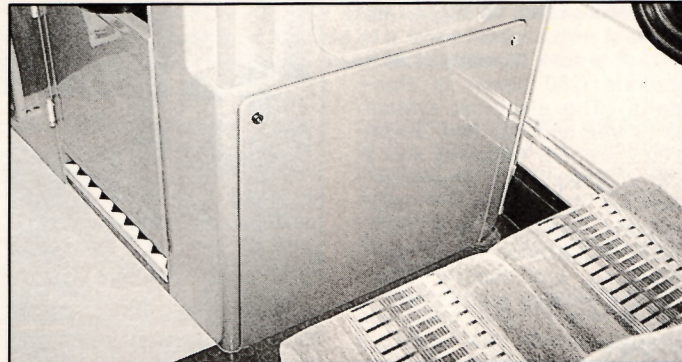


**The interior from the rear of the saloon.**

customer wanting the use of a Prisma for a five year period. An operator agreeing to take a vehicle for a full five year period would pay an average of £346 plus VAT per week. With the option to terminate at the end of every 12 months period operators would pay £580 per week for the first year, £313 p.w. for the second, £296 p.w. for the

third, £261 p.w. for the fourth and £209 p.w. for the fifth. Opting at the start of the agreement to waive the termination option at the end of year one would reduce the first and second year payments to £450, with subsequent payments at the amounts already quoted.

Although Optare and Mercedes Benz Finance Ltd



**The central electrical panel is within the full height driver's partition.**

believe Bus Plan will prove attractive to many customers and that operating leases will become increasingly common in the bus industry in the future, they will also be happy to provide a full range of hire purchase and leasing facilities for the Prisma.

## Summary

With two substantial orders already secured, the Prisma has a very good launch pad from which to attack the market. Perhaps the biggest problem appears to be the ever reducing number of operators remaining from whom business can be won. Optare and Mercedes both enjoy excellent reputations and Prisma has all the quality you would expect from them. With the formation of the new Evobus company to encompass both Kassbohrer and Mercedes we are promised that products will be priced to compete in the market place, so the whole package should be a competitive one.

During the launch presentation Russell Richardson promised that the Prisma would be one of two major launches from Optare during 1995, the second being scheduled for Coach & Bus '95 at the NEC. He declined to reveal any further details but claimed, 'We are convinced that it will make yet another real impact on the British bus market.'

**By  
Stuart Jones.**



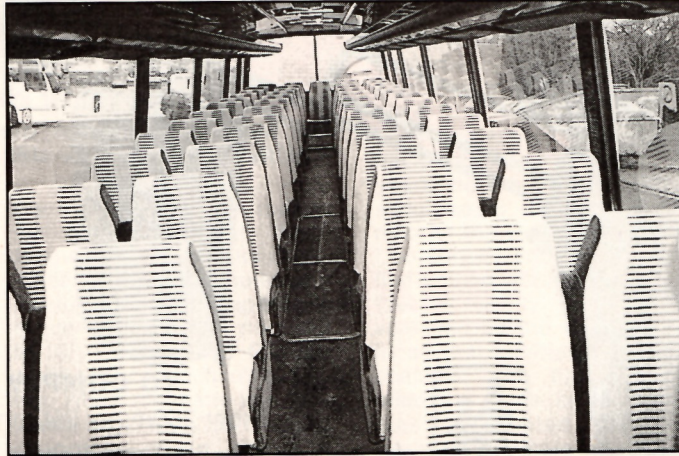


# Interior Presentation

## Trying to keep the customer satisfied

There are very few coach passengers who can look at the exterior of a vehicle and tell you whether it is a Setra, a Van Hool, a Plaxton or a Duple, but ask them when they alight, and they will know whether the seats were comfortable, whether the heating system was efficient, whether the windows were clean, whether the driver and courier were helpful, and on the basis of these and other observations they will decide whether to use your services again. Yes, how the interior of a coach is presented to passengers is crucial to their enjoyment of the 'travel experience,' and has a tremendous bearing on the future profitability of any company.

In considering the subject of interior presentation and in-coach entertainment, I shall adopt a broad perspective. Interior presentation is not just a matter of what we provide our passengers with for their comfort, though the possibilities in this respect grow more varied every year, it is as much about the many other little things that can be done to make a journey more pleasurable, less stressful and above all, worth repeating.



**Choosing a striking moquette for interior re-trims can dramatically alter the appearance of the saloon. This Leyland Leopard was given a thorough refurbishment for Andy James by NDY.**

Were money no object our passengers would recline in individual armchairs watching their personal television screens and listening to individual stereo systems, while a bevy of smartly uniformed staff attended to their every whim. The services on offer would include everything from massage to the preparation of an extensive choice of gourmet meals. Meanwhile, back on Planet Reality, both the rates customers will pay and the amount of capital

operators wish to tie-up in a vehicle are vital to the profit equation. Deciding the extent to which a vehicle is specified is a tricky business. While no operator wants to pay for expensive items which will not be utilised or which will make no difference to the overall enjoyment of his services, equally, he does not want to omit anything which will be regarded as a glaring omission within a short period of the coach entering the fleet.

Given the increasing expectations of passengers fired by a barrage of media attention, it will become increasingly difficult for operators not to specify seatbelts of some kind on new vehicles, and as more and more operators do so the pressure will become overwhelming, whether or not any legal requirement is introduced. Fitting belts when there is no compulsion to do so does give the opportunity for some positive marketing. Matters which are in any way related to passenger safety are always the most dangerous to ignore, even if the customer is poorly informed.

Non safety items that can present the fit or not to fit dilemma include video systems and air conditioning. Though the video is undoubtedly seen as a great plus by most hirers at the time of placing a booking, and indeed many consider one an essential, there are also the problems of attractiveness to burglars and of passengers who do not want to watch the programme during their journey. Video theft is increasingly common with Blackpool becoming something of a black spot in this respect. In the light of this the appeal of demountable systems that

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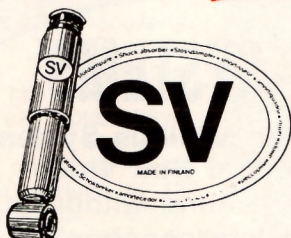
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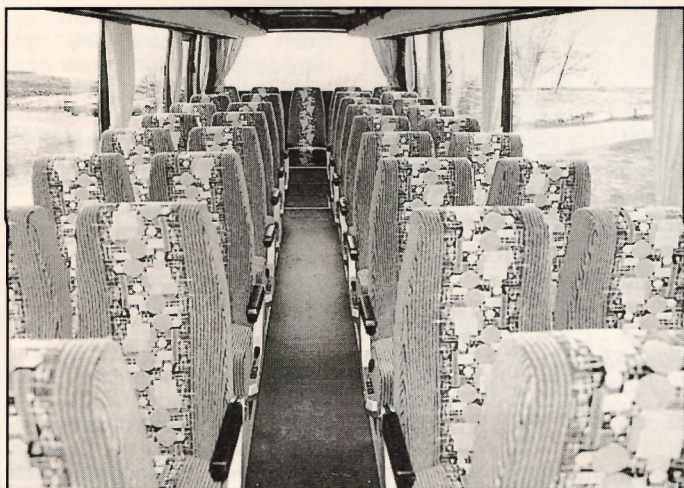
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# Interior Presentation



**A change of moquette pattern by Wallace Arnold has brightened up the interior of this Jonckheere Ascot Midi coach.**

can either be locked away on the vehicle or stored elsewhere is growing. Coach alarms can also provide some deterrent.

With refrigerated air conditioning becoming increasingly commonplace on coaches in Europe and throughout the rest of the world, there is pressure in sectors such as

the incoming tourism market for such equipment. While few would question its desirability on summer shuttle and touring work, many operators argue that there is no need for it in Britain and find the additional cost difficult to justify. While for many this is a sound argument, for others it may soon mean exclusion

from previously lucrative markets. As demand grows systems are being developed to suit coaches of all sizes including minicoaches and Britain already has its first local service buses with air conditioning in revenue earning operation.

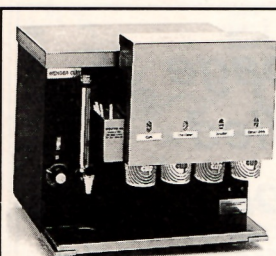
In general, the major item which determines how comfortable a passenger is during his or her journey is a lot more fundamental. It doesn't matter how much is invested on other facilities and equipment, if the seats are not comfortable to begin with the customer will have that source of irritation which can start him looking for fault where otherwise none would have been found. Over the years there have been some awful seats and fortunately most of the worst have gone. I personally find it difficult to find a good word to say about the incredibly hard seats specified by the former NBC in so many Willowbrook 003 coaches, and having travelled on some of the early plastic trimmed Caetano seats in summers gone by I



**The sunken toilet on this Plaxton Excaltur may not be as easy to access as a floor mounted facility, but it allows drinks machines and other catering features for no more loss of seating.**

would not want to repeat the experience. In contrast, many considered the old Plaxton E type fixed seat more comfortable than a number of the reclining alternatives of the time.

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# Interior Presentation

coach, and while the resulting vehicle may have been ideal for school groups, it was also one of the most uncomfortable vehicles I have been on. There is a clear correlation between how comfortable passengers feel and the amount of legroom they are given. To date British operators have perhaps been less successful at promoting the advantages of greater legroom than our European counterparts. In

Europe potential hirers know what to expect from coaches with particular star rating levels and also recognise that if 'Royale Class' seating is advertised, they will not be sat with their knees beneath their chins.

Curtains and freshly laundered headrest covers, whether seersucker or cotton, can help to set off the appearance of the interior and create an impression of cleanliness. Footrests, seatback



**Providing seats around tables and on-board catering means that seat prices have to go up. Once the vehicle begins to age it may also be difficult to sell.**

tables, cupholders, magazine nets, fold-away armrests and the like can all help the passenger feel he is experiencing all the luxury he might only previously have associated with aircraft. Come to that, why shouldn't coaches be more like aircraft? Why not take warm flannels round when your party has got on

board, or at least offer them a fresh wet wipe? Why not introduce the flight crew and give details of the route you will be taking and the estimated time of arrival? Flights of Birmingham have their coach captains, smartly uniformed, simultaneously giving an impression of both safety and quality. Few companies have a more positive passenger image than they have built up over the years.

One area in which the coach scores over the plane is in the view out of the windows that most passengers are able to enjoy. Despite this, some passengers seek more than just a good view, or look for something to brighten the bits between the views of more outstanding natural beauty. To this end you can present them with the opportunity to participate in a game of coach bingo, for which systems are available, or for the really uninhibited or the Japanese, there is always the delight of an in-coach Karaoke system. I did it my way, or not if you prefer?

Frankly I'd rather listen to

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# Interior Presentation

the radio, and even if I resented paying for the licences required by PRS and PRL, I'd still buy them because the alternative could be significantly more expensive. Needless to say, radios, televisions and videos find the constant shaking to which they are subjected by our under maintained road network can be injurious to their long term well being. To this end it is worth knowing that what you buy can be maintained and repaired by someone you know and trust. Driver and courier microphones, perhaps some of the most abused items on a coach, also work better for careful treatment and regular overhaul.

I didn't want to have to mention this but there is also the question of the lavatory. Should they be sunken or floor mounted at the centre or the rear of the coach? To a great degree the choice will be dictated by the location of the coach engine, but floor mounted ones do seem to be becoming more popular lately because they are both eas-



**Plush interiors can look nice with either matching or contrasting headrest covers. A gangway carpet softens the appearance of the saloon and gives it a warmer ambience.**

ier and safer for the elderly to use. I hate smelly ones and so do passengers which is why the chemicals to keep them from becoming so are readily available. What some do not realise is the dangers that can result from inappropriate use of these chemicals, so it is well worth checking that your staff,

including any new recruits, are thoroughly briefed in their use. The same advice applies with regard to the best way to clear up after any incidents involving vomit, blood or other body products. Make sure rubber gloves are easily to hand and if in any doubt over the proper procedures refer to your Health

and Safety manual.

With the limited amount of spare weight capacity available on many premium chassis, toilet units, fridges and catering systems are being developed which weigh less but offer traditional standards of durability, or better. These often involve the use of moulded plastics rather than wood.

## Refurbishment

Thus far, I have looked mainly at what can be fitted in a coach to enhance its appeal, but this is only half the story. A new coach, properly driven, ought to provide something to please your passengers but coaches don't stay new for long without a considerable amount of looking after. Moquette which is not kept clean wears out quicker than a covering which has been regularly vacuumed and shampooed.

It is a sad fact that the vehicles we are operating today are having to last longer than their predecessors did, and while the chas-



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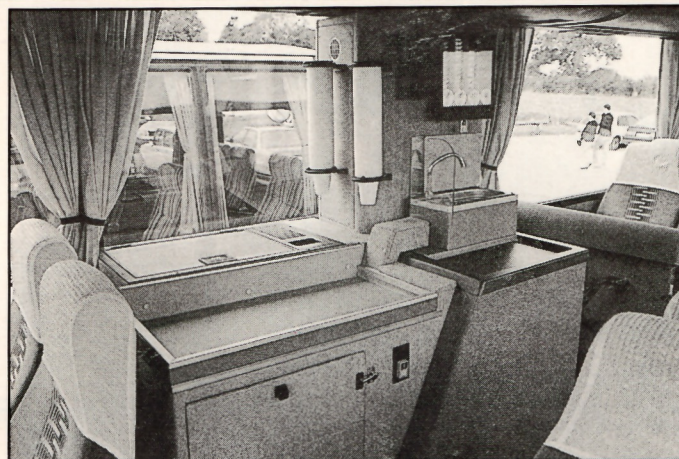
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# Interior Presentation

sis and body structures may have been designed to provide these greater periods of service, there remains a finite amount that can be expected of trim that has had to contend with hundreds of thousands of miles beneath your passengers' fidgeting posteriors. At this stage a retrim for the seats and a new centre strip down the roof can transform your coach from something dowdy to something altogether more attractive and inviting. Now may also be a good time to demount that toilet for good if a few extra seats would provide more additional revenue than the availability of the WC previously had.

Replacing flooring and any tired interior trim need not be an especially expensive operation, and can add years of life to a vehicle that might otherwise be only suitable for works contracts. Judging when to retrim is not always easy, especially when money is tight. I have often heard operators comment that if they had retrimmed a vehicle earlier they would have kept



**On board catering can incorporate a whole kitchen's equivalent into a very small space. A video screen for the rear passengers is even concealed in this one.**

it longer, but having failed to do so the vehicle had gone too far and no longer justified such treatment.

Not everyone has clients who are prepared to accept a smoking ban but if you could introduce one without losing custom you could save yourself a lot of cleaning and wear and tear on your vehicles in the process. Those operators I have spoken to

who have introduced a no smoking policy have found that the volume of new business attracted by such a policy far outweighs the amount of old smokey business lost.

## Summary

There is little that cannot be provided for passengers if they are prepared to pay the price for it. Price, however, is

always a factor - one reason why two and one leather seats and individual headphone sets are unusual, though not unheard of. For most operators interior presentation and in-coach entertainment is a matter of doing the best you can with what is available. Thorough and regular cleaning remains the number one tool in making a vehicle attractive to its users, and it should never be forgotten that the attitude of the coach crew is at least as important to evoking a feeling of well being in your customers as many tens of thousands of pounds worth of extra equipment. So to round off this consideration of interior presentation and in-coach entertainment I will recommend the benefits of good staff training, because without it, all the other efforts you devote to making your passengers feel at home can so easily be wasted.

**By  
Stuart Jones.**

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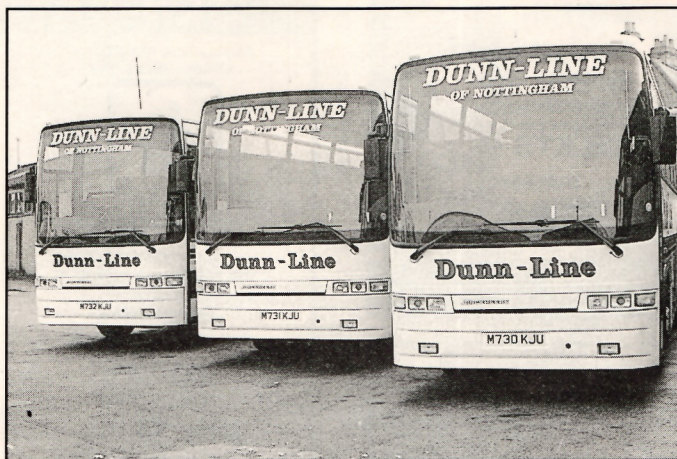


# Fleet Additions



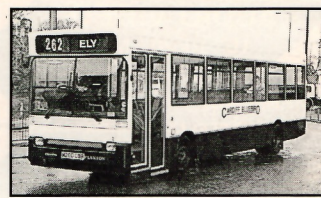
## Harkers gain new Mercedes

Harkers Coaches of South Shields recently took delivery of this Mercedes Benz 814D minicoach with Plaxton Beaver bodywork. Supplied by Kirkby Coach & Bus, the specification included 33 coach seats, luggage racks, soft trim, air operated power door, deep luggage boot, side locker and a set of stainless steel wheel trims.



## Dunn-Line Trio

Nottingham based Dunn-line has further upgraded its fleet with the acquisition of three Volvo B10M Jonckheere Deauville 45 coaches. All three have a similar specification which includes 51/53 reclining seats, courier seat, toilet, continental door and a radio/pa/cassette system. Each vehicle is also certified to meet Tempo 100 requirements. They were supplied by Yeates Bus & Coach.



## Bluebird Point the way forward

Cardiff Bluebird has acquired a pair of Plaxton Pointer bodied Dennis Darts. They are full 10.0 metre versions featuring 40 seats, a luggage pen and provision for 17 standee passengers. They were originally supplied by Plaxton Coach & Bus to another operator, as part of a large batch, and Bluebird purchased two of a number of surplus vehicles.

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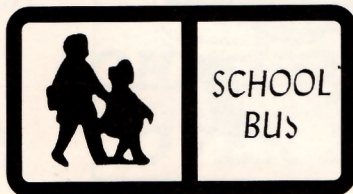


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N REG BRISTOL LHS, 45 seater Plaxton coach, POD, taxed, long MoT, clean vehicle, clean vehicle in daily use.....£2250  
R REG BEDFORD DUPE DOM II, 53 seater, POD, taxed, long MoT, good clean contract vehicle.£2850  
S REG LEYLAND LEOPARD DUPE DOM II, 53 seater, POD, taxed, long MoT, good condition.....£4850

**TEL: 01209 717152**

298/2730/FC

## COACHES URGENTLY REQUIRED FOR CASH

**Contact  
Bob Vale**

**Tel: 01494  
716996**

298/661/FC

## FOR SALE

1979 VOLVO B58 Plaxton Supreme, 53 seats, MoT December 1995.....£10,000  
REGISTRATION NUMBER YHR 702  
1981 VOLVO B58 Plaxton Supreme, 57 seats, MoT April 1995.....£13,000  
REGISTRATION NUMBER 832 DDV  
1981 VOLVO B58 Van Hool Alizee, 53 seats, MoT April 1995.....£18,500  
REGISTRATION NUMBER RXI 7831

THE ABOVE ARE ON  
PRIVATE PLATES

**TEL: 01703 692235**

2445/FC

## SUPREME COACHES

1989 MAN Jonckheere Deauville, 49 recliners, double glazed, coffee/fridge, video, toilet, telma.....£77,500 + VAT  
1990 MAN Jonckheere Deauville, 51 recliners, double glazed, coffee/fridge, video, toilet. Choice of 3.....£82,500 + VAT  
1982 K Reg VW Transporter Caravelle, 7 seater diesel mini bus. Superb condition.£9,500 NO VAT

**Tel: (01702) 552995**

298/2372/FC

## Scania Coach Sales

1993 SCANIA K113/VAN HOOL ALIZEE, 49R + C, toilet, Telma  
1992 SCANIA K93 VAN HOOL ALIZEE, 55R + C, R/P/C  
1991 VOLVO B10M/PLAXTON 3500, 49R + C, toilet, R/P/C  
1990 SCANIA K93/PLAXTON 3200 L/D, 53R, R/P/C  
1990 LEYLAND TIGER/PLAXTON 3500, 51R + C, toilet, Telma  
1989 SCANIA K92/DUPLE 320, 55R + C, R/P/C  
1989 VOLVO B10M/DUPLE 320, 57 seats, R/P/C  
1989 VOLVO B10M/PLAXTON 3500, 49R + C, toilet, drinks  
1988 DAF SB2300/VAN HOOL ALIZEE DH, 51R + C, toilet, TV/video  
1988 SCANIA K112/PLAXTON 3500, 49R + C, toilet, drinks  
1988 SCANIA K112/VAN HOOL ALIZEE H, 49R + C, toilet, Telma  
1987 DAF/BOVA FUTURA, 49R + C, toilet, drinks  
1987 MAN T815/VAN HOOL ALICRON, 51R + C, toilet, R/P/C  
1986 DAF MB200/DUPLE LASER 2, 53R, Telma, R/P/C

PHONE:

01909  
500822



FAX:

01909  
500165

Scania Coach Sales Ltd, Claylands Avenue,  
Workshop, Nottinghamshire S81 7DJ

298/6988/FC

## NEW SERVICE BUSES

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on**

Iveco Ford 59.12 — 29 seats  
Mercedes 709D — 29 seats  
Mercedes 811D — 33 seats

Bus or Dual Purpose Seating  
DPTAC Features

**IMMEDIATE DELIVERY**

**Birmingham**

**Bus Centre Limited**

021 415 5111 —

0831 857111 Mobile

297/1834/FC

1982 BOVA EUROPA, 51 seats, reconditioned gearbox, Webasto, private plate, curtains, various body panels replaced, awaiting paintings and can be finished in operators livery, MoT 11.11.95. £19850 + VAT

1981 LEYLAND LEOPARD, Duple body, 53 seats, express doors, semi-automatic gearbox, clean and tidy, MoT 23.8.95.....£7950 + VAT

1981 LEYLAND LEOPARD, Plaxton body, 48 seats, express doors, semi-automatic gearbox, tinted glass, radio/cassette, clean and tidy, MoT 26.2.95.....£7950 + VAT

**FOR MORE DETAILS AND AN  
APPOINTMENT TO VIEW,  
TELEPHONE ANDY JAMES ON  
01666 505585**

298/2704/FC

KASSBOHRER-SETRA 215HD —  
1983 — P Plate — MoT —  
November '95 — Owned from  
new.....£49,500 + VAT  
SKYLINER — DECKER — 1986 —  
C Reg — 75 seats — MoT — April  
'95 — Gardner Engine — Auto  
G/Box.....£48,500 + VAT  
VOLVO B10M — Plaxton 3200 —  
1985 — 57 seater — Retrimmed &  
Pannier Lockers — Owned from  
new — MoT — November  
'95.....£42,500 + VAT  
VOLVO B10M LASER I 1984 — 57  
seater — Retrimmed — Excellent  
condition — MoT June '96. £28,500

**Contact Tony Turner  
Bristol — 0117 955 9086**

1989 MERCEDES 407D, 15  
seats, test Aug '95, taxed  
July '95  
.....£9,500 + VAT ono

1978 MERCEDES 280 E  
Auto, 4 door saloon, 12  
months test. ideal for  
weddings  
.....£1,000 ono NO VAT

**Tel: 01226  
744344**

298/2459/FC

## L REG MERCEDES 711

Service bus, 29 seat, reg  
1st Aug '93, good condition  
£36,750

**TEL: (01896)  
849360**

296/3872/FC

## 1984 BEDFORD YNT PLAXTON PARAMOUNT

53 seater,  
11 metre, retrimmed,  
power assisted door,  
6 good tyres

**£16,000 + VAT**

**Tel: 0229 828022  
(South Cumbria)**

298/2821/FC

## GOODWINS

**OFFER FOR SALE**

PP 1981 DAF SB2500

Jonckheere Bermuda Integral  
11 metre, 49 recliners + courier, power  
door, tinted windows, MoT 24.3.96

**£13,950 + VAT ono**

**Very clean Also**

**4 SCOT LIFTS**

Independent vehicle lifts, 12 ton,  
only used very occasionally  
**£7000 ono**

**0161 477 3325**

**0161 969 9660 (Evenings)**

298/2706/FC

## H REG

### TOYOTA CAETANO

18 high back seats plus table,  
immaculate condition, new clutch, diff  
etc, white exterior, red interior, will sell  
with new MoT. First person to see will  
buy.

**£23,500 + VAT  
No time wasters**

**1982**

### FORD TRANSIT

2 litre petrol, 16 high back seats, new  
clutch and gearbox, only 2 weeks old,  
white exterior, red interior, will make  
excellent school contract vehicle.

**£1,000 + VAT**

**Tel: (01252) 341222**

298/2911/FC

## 2 FORD TRANSITS DI

With tail-lift, 13/14 seats,  
85/86, new MoTs

'85.....£2,800 + VAT  
'86.....£3,000 + VAT

### 1986 JAGUAR 4.2

New MoT, blue, low  
mileage. £1,700 No VAT

**Tel: 0181  
556 0434**

298/2918/FC

## ACCIDENT DAMAGED

D Reg CAETANO ALGARVE,  
53 + 1 seater, DAF engine  
B Reg DENNIS PARAMOUNT,  
53 seater, Gardner engine

**Both Coaches Light Front Damage**  
Phone

**JL JONATHAN LLOYD**  
commercial salvage and transport

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298/2711/FC



# FORECOURT



**1986 (C and D reg) Ford Transit DI Diesel 16/18/20 seat service buses,**

mostly one owner, power doors, moquette bus seats, with current MoTs and in excellent condition, choice of six ready for immediate service from just £2,495 plus VAT. Part exchange welcome

Telephone Houston Ramm anytime  
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Finished in silver, lilac and purple on private plates with turbo charged Gardner 6HLXCT engine, ZF gearbox and Telma retarder, 51 reclining seats, off side rear toilet and continental door, pump filled hot water boiler. Full draw curtains, white headrest covers, carpeted centre aisle, stereo radio/cassette/PA System with pedestal and hand held microphone, courier seat.

These two coaches are in absolutely immaculate condition and were bodied especially for us by Salvador Caetano on the Dennis Dorchester Chassis.

They have been used almost exclusively on our own Holiday Tours and consistently return 12 miles per gallon. Both are fitted with 65mph Lucas Speed Limiters, and have only recorded between 360000/370000 kms since new.

THESE SUPERB MACHINES ARE OFFERED FOR SALE AT

**£50,000 + VAT EACH**

PLEASE TELEPHONE: GEOFF AMOS COACHES LTD, DAVENTRY

**01327 702181**

298/2570/FC



## 1987 D Freight Rover Sherpas,

Carlyle Conversions, 18/20 seats, with Ford Transit DI diesel engines and gearboxes, one owner, power doors, moquette bus seats, current MoTs, service histories.

Choice of two at just £4,195 plus VAT. Part-exchange welcome. Telephone Houston Ramm on 0161-620 8300 anytime.

298/2713/FC

**1980 BRISTOL VR**, 74 seats, low bridge, Gardner engine, front entrance, excellent condition for year ..... **£9,850**  
**LEYLAND LEOPARD PLAXTON SUPREME**, 53 recent retrimmed seats, 11 metre, power doors, Bristol dome, Mk IV front, MoT July '95, vgc ..... **£6,850**  
**TRANSIT 16 SEATER F Reg**, Mellor conversion, power door, MoT Aug '95, vgc throughout ..... **£7,250**

**OARES OF HOLYWELL**  
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P/X for B58 or B10M Volvo

298/2735/FC

## LARGE NUMBER OF DAIMLER FLEETLINES FOR SALE

Leyland and Gardner engines, various tickets

1973 DUPLÉ DOMINANT Bedford 466, ticket till Oct '95

1977 PLAXTON SUPREME, AEC engine, ticket till June '95

All above vehicles still in service

Contact Paul

Tel: 0151 4481464

or

0831 313740 (mobile)

298/2936/FC

**BOVA FUTURA FHD 1985**, 1100 engine, full executive, centre offside door, toilet, new drinks, TV/video, tested to Sept '95

..... Bargain £29,500 ONO + VAT

**LEYLAND TIGER 1983 PLAXTON 3500**, full exec, double glazed, toilet, drinks, wired for TV/video, recon engine, new clutch, new power steering, complete brake reline. Tested Sept '95

... Bargain at £19,500 ONO + VAT

**TEL: (01623) 636363 or (01623) 423364**

(evening)

298/2703/FC

## COACH SEATS

Set of 53 reclining seats from Duplé 340, grey with red centre stripe, fair condition

**£450**

**Barnes Coaches**

(Wiltshire)

01672 40330

298/2852/FC

## HUTCHISON COACHES OVERTOWN



**1993 L Reg VOLVO B10B** Northern Counties Palatine, 51 seats and 25 standees, 180,000kms

**£85,000 + VAT each Two of**  
01698 372132 298/2717/FC

**1974 LEYLAND NATIONAL**, 48 seats, 24 standees, full test, good for year ..... **£4,500 + VAT**

**1978 FORD R1114 Plaxton Supreme**, 53 seats & courier, Telma, retrimmed, Mark IV, front, full test ..... **£3750 + VAT**

**1977 FORD R1114 Dominant Express** 53 seats, Telma, tidy for year, sold as seen. **£1,750 + VAT**

**1978 FORD Supreme Express** 45 seats, Paramount front, for breaking ..... **OFFERS**

**Tel: 01274 674023**

298/2833/FC

## B10M ALGARVE 1986

Low driver executive, 49/53 centre sunken toilet, continental door, 2 TVs, video, phone & fridge. Jason drinks machine. Reupholstered 4 months ago. MoT Dec '95, alarmed. No sign writing, easily reversible name boards each side, perfect vehicle, ready for season

**£41,250 + VAT**

**Tel: 0181 8591808**

298/2732/FC

## WANTED

### Leyland Tiger

Semi-auto express type vehicles with destination equipment

**1983-86**

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298/2950/FC



## PRE-SEASON OFFER TOYOTA OPTIMO MK2

1991 H reg, 18 recliners + courier, grey interior with aisle carpet, white exterior, rad/PA/cass, 214,000kms with one owner, Sept MoT

**£27,750**

Tel: (01634) 362741

297/2960/FC

**1987 FORD IVECO 49.10**, service bus 19 seater, full PSV test, reconditioned engine just fitted less than 50 kms ago good condition for year... **£5,000 + VAT**

**1985 FORD TRANSIT 2.5 diesel**, good condition for year, 10 months test, road taxed, great driver ..... **£2,400 + VAT**

**Tel: 0475 631935 or 0585 305551**

New vehicle forces sales both vehicles still in daily use, full inspection facilities provided if required.

298/2920/FO

**MERCEDES 709D 1991**, 28 seat service, MoT Jan '96 ..... **£19,500**

**MERCEDES 709D, April 94**, 25 seats, 8 standees, Alexanders full Dptac warranty, choice of three ..... **POA**

**Tel: 01324**

**717876**

(after 6pm)

298/2944/FC

**1987 DUPLÉ 340 TIGER 245**, semi-auto, 46 recliners, toilet, 4 tables, Webasto, MoT July '95

**1986 DUPLÉ 340 TIGER 245 ZF**, 50 recliners, toilet, MoT Feb '96

**1986 LAZER II DAF MB200**, 53 recliners

**1986 DAF CAETANO MB200 DKFL**, 53 recliners + courier

**1979 LEYLAND LEOPARD DUPLÉ DOMINANT II**, 51 recliners, new MoT

**TEL: (01203) 462272 or (0374) 185248**

298/2718/FC

## VINTAGE VEHICLE



**1939 WTB BEDFORD 20 seater** bus, very rare Willmott body, very good condition

For further details

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Maldon, Essex 298/2924/FC

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sold his LAG Panoramic after just one week of advertising proving yet again Bus & Coach Buyer is the most effective way of selling your vehicles.

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## 1982 FORD R1115 DUPLÉ DOMINANT IV

53 seats, reliable, new panels all white, very clean, MoT Aug '95

**£7995 ono**

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Manual gearbox, with coach seats Exchange plus cash or will buy outright

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(West Mids)

298/2834/FC

**1985 NEOPLAN JETLINER**, Daf running gear, 11.6 engine, 12-13 MPG, 49 reclining seats, toilet, coffee machine, wired for video, in process of being tested ..... **£27,950 + VAT**

**1987 IVECO ROBIN HOOD**, 25 HB seats, new factory engine Sept 94, destination gear, electric door, tested till 2/6/95 ..... **£8250 + VAT**

**Tel:**

**01924 374436**

(West Yorks) 298/2803/FC



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## 1952 R.F. AEC REGAL

39 seats  
£5,000

Will take P/X with cash, interesting registration.

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1980 AEC 760 RELIANCE DUPLÉ Full 12 months MoT, 53 seater, tinted glass, in very good condition, private plate Tel 01430 860992 298/2940/AE

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We have a fine selection of quality used wheelchair accessible minibuses. All our vehicles are one owner, direct local authority's Society's etc. 8/20 seats petrol & diesel all fitted seatbelts & 12 months MoTs.

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Family business established over 25 years  
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## BEDFORD

BEDFORD PJK 29 SEATER PLAXTON T REG, taxed and tested, vgc. £3,850 ono. Tel: 0924 893585 (W. Yorks). 298/2366/BED

1978 PP BEDFORD DUPLÉ YMT 53 seater, test expired £2000 + VAT Tel: 01992 763142 (ENFIELD) 298/2848/BED

## 2 x BEDFORD TURBO

1988, light blue, 52 recliners, toilet, power door, drinks machine, radio/PA. MoTs Jan '96 and Sept '95

**Tel: (01895) 232266** 298/2839/BED

## BEDFORD

BEDFORD YMT 500 PLAXTON SUPREME 1976, curtains, carpet, taxed until May, tested until Jan '96, retrimmed 4 years ago, superb condition throughout, £3,600 ovno + VAT. Tel: 0706 881123 (Oldham). 298/2438/BED

BEDFORD SUPREME YRQ 1976, 500 engine, 45 seater, MoT Sept 1995, good contract vehicle, full service history, £2,200 ono. Tel: 01949 837526 (Bingham). 298/2819/BED

## DAF

1982 DAF JONCKHEERE 49 recliners, toilet, hot drinks machine, bunk, TV, MoT'd Nov '95 £19,750 + VAT Tel: 01203 403907 298/2478/DA

## CAETANO

### 1990 TOYOTA OPTIMO

21 seater, immaculate, tested till Jan '96

£21,750 ono

p/x considered for 16 seater  
Tel: Lodge Coaches of Essex  
01245 231262 297/2488/CA

1989 F OPTIMO 6 cylinder, 20 and courier, TV/Video/drinks, 12 months, very nice vehicle. Birmingham Bus Centre Limited 021 415 5111 - 0831 857111 mobile 297/2804/MB

### 19 SEATER CAETANO OPTIMO D REG

Recently resprayed white, mint condition with MoT and Tax

Must be seen

£12,750 + VAT  
Tel: 0181 9948969 298/2470/CA

TOYOTA CAETANO OPTIMO LATE 86, 19 seat and courier, plug door, many new parts fitted, wired for TV — video, owner driver, MoT Oct '95, vgc, unlettered £13,000 + VAT ono, no time wasters please. Tel: 0131 654 1051 298/2904/CA

## DAF

### 1986 DAF MB200 DUPLÉ CARIBBEAN II

53 recliners, new Short motor fitted 1994, MoT + taxed, vgc

34,000 + VAT ono

Possible p/x

Tel: 01228 710810 298/2701/DA

### 1986 DAF MB200 DUPLÉ CARIBBEAN II

53 recliners, new Short motor fitted 1994, MoT & taxed, vgc

£34,000 + VAT ono

Possible p/x

Tel: (01228) 710810 298/2701/DA

1982 DAF PLAXTON VIEWMASTER GT, 53 recliners and courier, tinted glass, off side rear door with steps, MoT August '95. £16250 + VAT. Tel: 01407 730204 298/2715/DA

### DAF DHS 2305 JONCKHEERE DEAUVILLE

51 recliners. First reg March 1989

MoT March 1996, finished in all white, centre de mountable toilet, wired for TV and video, continental door, immaculate condition, chassis and coachwork, 306,719 kms

£64,000 + VAT

Tel: 01680 812313 298/2496/DA

1984 CAETANO ALGARVE MB200, 11.6L, 50R seater, TV/radio, rear demountable toilet, radio/cassette, hot drinks, tables, MoT June '95, VGC, £26,500. Tel: 0763 838543. 298/2824/DA

1988 DAF SB 3000 SUPER HIGH VAN HOOL, 49 reclining seats + courier, centre toilet, drinks machine, driver's bunk, curtains, Blaupunkt stereo... £69,500 + VAT

1986 BOVA FUTURA, 53 reclining seats + courier, driver's bunk, curtains, Blaupunkt stereo... £42,000 + VAT

1985 VAN HOOL ALIZEE DAF SB3000, MoT June '95, 48 reclining seats + courier, fridge, wc, driver's bunk, double glazed, Webasto, curtains, centre carpet, Blaupunkt radio, cassette, new drinks machine..... £47,500 + VAT

### HARRIS COACHES GRAYS, ESSEX

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## CAETANO

## NEOPLAN JETLINER

1985, PP, MoT May '95, 49 recliners + courier, all white, refurbished interior, driver's bunk, toilet, fridge, Frenzal coffee machine, radio/PA

£36,975 + VAT

Tel: (01895) 232266 298/2840/DA

## DOUBLE DECKER

### 1988 PLAXTON 4000

With DAF chassis, 72 rec seats, servery, this vehicle, is in excellent condition and well worth viewing

Offers around £75,000 + VAT  
Telephone 01934 750321 3870/DD

### 1981 W REG SCANIA BR11 22H

76 seats, Voith gearbox, 1 door, Marshal bodied, some with new tickets, all in excellent condition  
Choice of 6

**Ensign Bus and Coach**  
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## DENNIS

DENNIS JAVELIN DUPLÉ 320 1990 H REG 57 reclining seats, curtains, MoT to Aug 1995, new engine, under warranty £58,000 ono tel: 01792 321 701 298/2727/DE

F REG 1988 12 METRE JAVELIN DUPLÉ 320 57 recliners MoT to March '96 Tel: 01259 216180 298/2725/DE



the KINGS FERRY  
of Gillingham



1991 TOYOTA OPTIMO II, 21 seater, radio/PA/cass and video system, hot drinks unit, 195,000km from new 10,000km on new engine with 8 months warranty, FSH.....£34,500

For further details

Telephone: (0634) 362741/377577

Other Optimos available 2106/CA



## FORD

**1978 FORD R1114 PLAXTON SUPREME**, 53 seater coach, radio, MoT until June '95, good runner, ideal contract vehicle. **£2,000 + VAT.** Tel: 01539 731384 (Kendal).  
298/2906/FO

**1982 FORD R1114 DUPLÉ MARK IV**, with double glazing, POD, radio/PA twin tanks, with MoT Feb '96, very clean and reliable, **£7,750 ono.** Tel: 01205 870633.  
298/2832/FO

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297/2580/FO

**1981 FORD R1114 SUPREME IV** 53 seats test 9/95 **£3,000** Tel 0892 833830 (Kent)  
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**FREIGHT ROVER OWNERS**, Isuzu 2.8L conversion engines, now in stock, improve reliability, fuel consumption, performance, starting guaranteed, self fit or fitted in a day from **£2,500 + VAT.** Boomerang Bus Company, Tel 01684 292108.  
298/3889/FR

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## SPECIAL OFFER

**Used Diesel Engines**

Leyland Tiger, Leyland Leopard, AEC Reliance, Leyland Atlantean  
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## 1981 W REG LEYLAND ARTICULATED AIR SIDE BUSES

Fitted Leyland AEC, 680 engines, ZF auto gearbox, entry/exit doors on both sides, peripheral seating, maximum standing, in good order throughout.

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TLII engine new last year, recon diff. Just completely retrimmed, taxed and tested June 95, Airconditioning, very clean all white

**£26,000 ono**

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All parts available including AN68 Power Packs  
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Other makes of spares available  
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**0226 702768**  
**0585 244148**  
297/3956/LE

**LEYLAND TIGER DOYEN**, 1986, full exec, 47 seats, vgc, full MoT. **£19,950.** **LEYLAND TIGER DOYEN**, 1986, 50 reclining seats, good condition, MoT. **£19,500.** Tel: Hull (01482) 569006.  
298/2815/LE

**1980 LEYLAND LEOPARD**, fitted Plaxton Supreme 4-body shell, 53 bus seats, express doors, semi-auto power steering, 21 standing. **Choice of 5**

**ENSIGN BUS & COACH SALES**  
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298/2577/LE

**1981 LEYLAND LEOPARD, DUPLÉ DOMINANT IV**, S/A, 53 E type seats with arm rests, tinted windows, curtains, MoT 12/95, excellent condition. **£9,500 ono.** Tel: (01733) 558283 (Peterborough).  
298/2457/LE

**Leyland National T reg Test Dec**

**1974 Fleetline**

Leyland 680 engine, test July  
**Leyland Leopard** Domi body, service seats, P reg, tested June, ready for work

**WB PONTEFRAC**  
**01977 674942 or 791580**  
**RING WITH SENSIBLE OFFERS**  
298/2719/LE

## LEYLAND TIGER 3200 1983

53 seats and courier, Webasto, clean and tidy, MoT March '96

**£20,000 ono**

Tel: 01782 512209 or  
01782 512235  
298/2724/LE

## MIDICOACH

**35 SEATER PLAXTON PARAMOUNT 3200 COACH** on **B REG BEDFORD 500 TURBO CHASSIS**

full spec inc. tinted double glazed, forced air side lockers, power door, MoT end July '95 in immaculate condition

**£22,000 ono**

**REDUCED TO £20,000 for quick sale**  
P/X considered

**Tel: 0492 650449**  
**or 0492 650577 (eves)**  
298/2925/MID

## MERCEDES



## COSSINGTON BUS DIVISION

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**MERCEDES BENZ 709D, 29 seat bus**  
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**Vehicles in build for early delivery**

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**1991 J MERCEDES BENZ 609D**, 20 seat coach/and boot  
**1991 J TALBOT PULLMAN**, 22 seat bus, new MoT  
**1989 G FORD TRANSIT**, 12 seat diesel engine, in white  
**1992 K MAZDA E2200**, diesel, 8 seat, in white  
**1987 METRO RIDER**, 23 dual purpose seats, pen/boot. Choice of 3

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298/1918/ME



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298/2498/ME

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298/2383/ME

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1989 LEYLAND SWIFT, 31 + courier, new Test  
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- 1986 D REG FREIGHT ROVER, diesel, h/roof, test March 1995, 14 seater.....£2,950
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To take 11 passengers + 3 wheelchair  
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15 seat PSV, moquette seats, seat belts  
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New 12 months test, white in colour  
Excellent condition

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11 seat PSV with luggage space, diesel

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luxury seater..**£14,500 + VAT**

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seats, underfloor luggage  
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**LEYLAND DAF**, 16 seater, hi-roof  
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**TRANSIT 1983 LWB DIESEL**, o/  
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**TOYOTA OPTIMO  
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21 seat, curtains, carpets, table,  
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Excellent Condition Ready to Work

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**1991 H SCANIA K93 PLAXTON PARAMOUNT 3200**, low driver, 53 recliners, double glazed, radio, P/A,  
cassette

**1990 G SCANIA K93 VAN HOOL ALIZEE**, 51 recliners, toilet, drinks machine, radio, P/A, cassette

**USED VOLVO**

**1989 F VOLVO B10M DUPLÉ 320**, 57 seats, radio P/A cassette

**OTHER**

**1986 C DAF PLAXTON PARAMOUNT 3200**, 55 fixed seats, radio, P/A, cassette

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33 seats, low step, MoT,  
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MPG) 49 recliners, centre toilet,  
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stripe moquette, exterior white/  
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ive, MoT May 96, **£53,750 ono +  
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297/2838/SET

**SETRA S215 HD**

October '86. PP, MoT Nov '95,  
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driver's bunk, toilet, Frenzel  
drinks machine, fridge, Telma, all  
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298/734/TO

## VOLVO



### 1989 VOLVO B10MT Mk III

65/67 armchair reclining seats. Plaxton 4000. TV/video/stereo. toilet. tables. cup holders. glove nets double glazing. sun blinds. curtains. carpets. all rubber flooring. Klix drinks and fridge. air extractors. 3 crew seats. bunk. large luggage lockers. maintained regardless of cost. owned from new. exceptional condition. long MoT. recent overhaul and new gearbox

£89,950 plus VAT ono  
Quality part ex considered

Contact Geoff Flight,  
Flights Coach Travel

**0121 322 2222**

### 1988 VOLVO B10M PLAXTON PARAMOUNT 3500

Many extras inc Telma, video, toilet etc, this vehicle is in excellent condition and well worth viewing

**Offers around £62,500**  
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3869/VO

**VOLVO ALPHA**, 48 seater exec, new toilet water boiler fitted 3 months ago, wired for video and TV. Superb condition, recon engine and clutch just fitted, in current use, tested June '95.....£12,500

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298/2371/VO

### 1987 VOLVO B10M PLAXTON PARAMOUNT 3500

53/49 recliners, toilet, MoT Nov '95, finished in white, very clean vehicle, low mileage,

**£57,000 — VAT**

Contact Roy Palmer

**Plymouth City Bus Ltd**

**(01752) 662271**

298/22487/VO

### 1983 VOLVO B10M VAN HOOL ALIZEE

PP, 50 recliners, painted all white, good condition, MoT till May 95

**£32,000 + VAT ono**

**Tel: (01475) 783399 or**  
**(01475) 744233**

(Scotland) 298/2806/VO

### 1984 B10M VAN HOOL

49 recliners, centre toilet and continental door. TV, water boiler, complete interior retrim. MoT Jan '96

**£41,000 ono + VAT**

**Tel: 0286**

**675175/677858**

### Van Hool Alizee

but severely fire damaged but chassis, backaxle, brand new Volvo B10M engine and gearbox untouched by fire

**£10,000**

**Tel 01242 679090 or**  
**01242 677222**

298/2926/VO

### 1977 VOLVO B10M MARK II PLAXTON 3500,

50 recliners, tinted double glazing, fully retrimmed and repainted 2 weeks ago, new video and PA, full years MoT

**Tel: Allisons of**  
**Dunfermline 01383 726398**  
**(ask for Davey)** 298/2850/VO

### VOLVO B58 DUPLÉ 12 MTR 1976 PP

Side welfare lift, 43 seats or 30 + 5 wheelchairs, full test., wc, drinks and PA, engine rebuilt 2 months ago, ZF 6 speed

**£9,750 + VAT**

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**P/X UP TO 24 SEATS**

298/2923/VO

## VOLVO

**1988 VOLVO B10M PLAXTON PARAMOUNT 3500**, 1 years MoT, 49 recliners, Telma, toilet, TV & Video, hot drinks, aircraft lockers, carpets and private plate, (good condition inside and out) .....£67,750 ono

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298/2831/VO

**1983 JONCKHEERE JUBILEE VOLVO B10M**, 51 seats, toilet, Jason boiler, wired TV & video, MoT October 1995, private plate, tinted windows. £28,000 + VAT.  
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(G) 1990 MERC CARLYLE 709, DP spec, 29 seats, power door, dest gear, long MoT .....£18,000  
(C) 1986 BEDFORD YNV LAZER 2, 57 seat, MoT July 95 .....£16,000  
(D) 1987 BEDFORD YNV CAETANO ALGARVE, 53 seat, retrim, recon engine & box, new clutch, turbo, fuel pump, tyres, new MoT .....£19,000  
(D) VOLVO B10M PLAXTON 3200, 49 seats with toilet. Choice of 2 .....£45,000  
(F) DENNIS JAVELIN DUPLÉ 320, 53 retrimmed seats & toilet .....£39,000  
(G) LEYLAND TIGER TL11 DUPLÉ 320, 53 recliners, good MoTs. Choice of 2 .....£44,500  
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**1991 (April) KASSBOHRER SETRA S215 HD 'Tornado'**, 49 recliners, centre sunken toilet, courier seat, retarder, bunk, hot water boiler, refrigerator, video/TV/pa, cassette, Webasto, recent recon engine, all white, MoT 30 Sept '95 .....£112,000  
**1988 (April) VOLVO B10M Jonckheere Jubilee**, 49 recliners, centre sunken toilet, courier seat, retarder, bunk, coffee machine, refrigerator, video/TV/pa, cassette, exterior blue, MoT 23 Mar '95 (will MoT and respray white if required) .....£64,750

**1985 (June) MERCEDES 0303 Jonckheere P50**, 51 recliners, centre sunken toilet, courier seat, retarder, bunk, coffee machine, refrigerator, video/TV/pa, cassette, all white, MoT 13 Feb '95 .....£43,000  
**1983 (April) MERCEDES 0303**, 53 seats, courier seat, air-conditioned, radio/pa, cassette, Webasto, exterior blue, MoT 11 Aug '95 (can respray white if required) .....£27,750

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298/2820/UN

**N.D.Y. Coach Sales****Quarrington Hill, Durham Tel: 091 377 1802****After Hours: 0191 285 2239, (01207) 234858****Fax: 0191 377 1432****1988 LAG PANORAMIC, 11.6 DAF, ZF gearbox, retarder, 49 retrim recliners in attractive grey theme, courier seat, continental door, tinted double glaze windows, curtains, wired for two TV's, red/white exterior. Test Aug****1987 VOLVO B10M PARAMOUNT 3200, ZF, 51 recliners in grey/red, tinted windows, floor mount toilet, pivot door, repainted panier locker, (full accommodation for luggage between chassis and floor throughout), painted two pack white, ready to work. Choice****1985 TIGER 245 BERKHOFF EVEREST II COACH, 53 Vogel recliners, demountable toilet, available. Impressive well appointed vehicle, new Test****1982 VOLVO B58, ZF, 12 metre Dominant IV, 53 recliners, autumn tint, tinted double glaze, red exterior, test Nov****1982 LEYLAND TIGER VIEWMASTER, 49 retrim in fawn moquette, bunk, drinks machine, wired TV, painted white two pack. Ready to work****1982 LEYLAND TIGER 218 ECW SERVICE BUS, 49 Deans service seats, luggage pen, good vehicle, ready to work. Test March '96****1974 B58 DOMINANT EXPRESS, 53 retrim, recent engine. New test****1991 DAF 400 16 SEATS, seat belts, good order. Test Dec '95****1989 LEYLAND DAF 350 DORMOBILE, 20 seater service bus, 3 standees, Ford Transit transmission, blue exterior, tidy. Tested 23.9.95****1987 FREIGHT ROVER 350 DORMOBILE, 20 seater, brown interior, re-painted white, clean and ready for work. Tested 19.1.96****1987 TRANSIT, 14 seater, red exterior, reliable. Tested 1.2.96****N.D.Y for Quality service, coach repairs and  
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89 MAZDA, 14 seat, PSV, tested.  
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88 TRANSIT, petrol, 12 seats.  
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**VOLVO 1987 B10M Duple 320**, 57 reclining seats, all white, MoT  
April 1995

**VOLVO 1981 B58 Duple Dominant**, 54 seats, rear saloon toilet, MoT  
July 1995

**VOLVO 1976 B58 PLAXTON MK IV**, Bristol dome, 51 seat coach

**MAN 1991 10-180**, 35 seat Caetano Algarve, fitted with 27 rec. seats,  
courier seat, trimmed in brown, with saloon toilet to offside rear,  
servo offside rear with fridge/hot and cold water/sink/storage  
cupboard, 5 full sized tables and table lamps, full draw gold  
curtains, TV/Video, exterior all white, additional seats, MoT July  
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**LEYLAND 1982 LEOPARD PLAXTON SUPREME**, 57 fixed seats, MoT  
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**LEYLAND 1984 TIGER 245 CARRIBEAN**, 12 months MoT. Due in  
shortly.

**BEDFORD 1983 11M YNT DUPLÉ DOMINANT IV EXPRESS**, 53 seat,  
brown/orange interior

**BEDFORD 1979 YMT DUPLÉ DOMINANT**, 53 seats, MoT August 1995

**FORD 1982 PLAXTON SUPREME IV**, 51 seat coach, MoT November  
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**DAF 1985 NEOPLAN JETLINER**, 49 seat coach, MoT May 1995 +  
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**1985 (PP) DAF MB PLAXTON 3500**, 49 reclining seats  
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drinks machine, MoT March 1996

**1981 (W) VOLVO B58 DUPLÉ DOMINANT II**, 57 seats.  
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33







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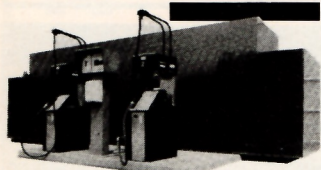
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**1989 F DAF SB2305** Van Hool  
Alizee DH, 53R

**1989 F DAF SB2305** Van Hool  
Alizee DH, 51R/Toilet



## HUGHES DAF HIRE

### SHORT OF VEHICLES FOR PEAK PERIODS?

*Why not hire a  
vehicle like this by  
the day, week,  
month or year*

- Under your control ●
- With your drivers ●
- With your quality of service ●

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# DAFBUS

## PARTS & SERVICE

**1989 F DAF MB230LT** Plaxton  
3500, 53R

**1989 F DAF MB230LT** Plaxton  
3500, 51R/Toilet

**1989 F DAF MB230LB** Plaxton  
3500, 53R

**1989 F DAF MB230LB** Plaxton  
3500, 51R/Toilet

**1989 F DAF DHTD** Duple  
320SL, 51R/Toilet

**1989 F DAF SB220** Optare  
Delta, 2 door, 37 luggage pens

**1988 E DAF SB2300** Van Hool  
Alizee, 51R/Toilet

**1988 E DAF SB2300** Duple  
340 SL, 53R

**1988 E DAF MB230LT** Plaxton  
3500, 49R/Toilet

**1988 E DAF MB230LB** Plaxton  
3500, 53R

## HIGH QUALITY USED COACHES

**1990 G DAF DHTD**, Duple 320,  
53R

**1990 G SCANIA K93**, Van  
Hool Alizee, 55R

**1989 F VOLVO B10M** Plaxton  
3200, 53R

**1988 E DAF MB200 FL**  
Plaxton 3500, 51R/Toilet

**1987 E LEYLAND**, Tiger 245  
Plaxton 3200, 57

**1987 D LEYLAND**, Tiger 245  
Duple 340, 53R

**1987 D DAF SB2300** Plaxton  
3500, 49R/Toilet

**1987 D DAF MB230LB** Duple  
340, 53R

**1986 D DAF MB200FL** Plaxton  
3500, 49R/Toilet

**1986 C DAF MB200FL** Plaxton  
3500, 51R/Toilet

**1986 C LEYLAND**, Tiger 245  
Duple 340, 51R/Toilet

**1984 PP LEYLAND**, Tiger  
Duple Dominant IV, 53

# FOR FULL DETAILS TELEPHONE: 01274 681144



PARTS &  
SERVICE



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